

What's the Matter with the Packing Business? More Discussion in this Issue.

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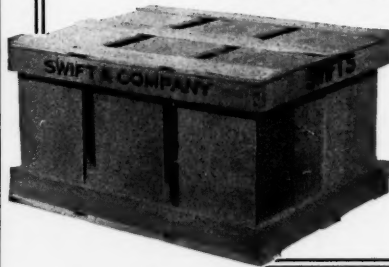
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3rd No hogs are dropped thru the machine, nor do they loiter or get stuck. They all come thru slick and clean and ON TIME.

4th No pike or push poles are required, as the Conveyor AUTOMATICALLY takes them from the scalding tub thru the machine to the table.

5th Noise and vibration are reduced to a minimum, due to the superior construction and design.

6th They operate with the least expense and upkeep, thereby reducing killing costs.

7th They have every requirement engineered into their construction for a perfect hog scraper—durability, dependability, efficiency.

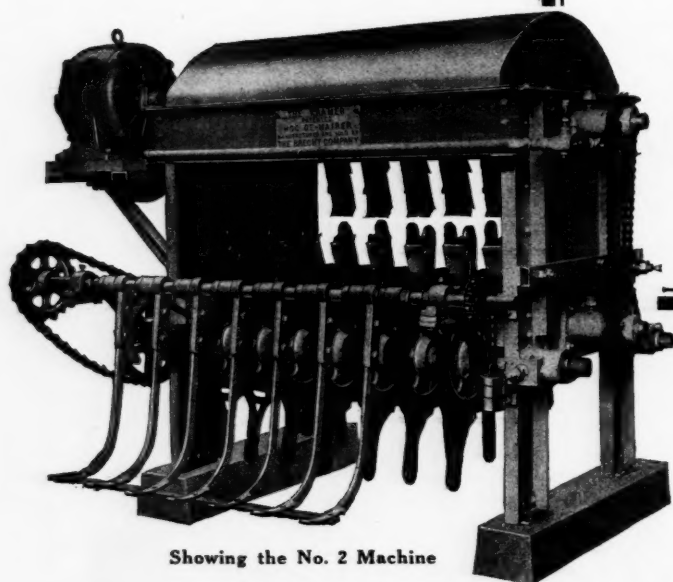
Patented Kramer Machine

The ways of the world demand progress in any line, also in packinghouse machinery. Compare the latest development in Hog Dehairing Machines to that of machines of a few years ago, and one cannot help but be impressed with the great strides toward perfection which have been made in the latest type Patented Kramer Hog Dehairing Machine.

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A machine of this type cannot help but create a lot of attention because it is offered to the trade on its merits only, and we certainly appreciate the full pages of publicity given in the trade papers in bringing out the wonderful merits of the Patented Kramer Hog Dehairing Machine.

When one comes right down to it, Hog Scrapers are judged by the work they do, and all we ask purchasers to do is to compare the results, and see the machines in operation. We sell the machine on its merits only.



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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 17.

What's the Matter with the Packing Business?

Another Contribution to the Discussion on a Topic Which Affects Every Packer's Pocketbook

This issue of THE NATIONAL PROVISIONER contains the fourth installment of the discussion which has stirred the packing industry more than anything which has ever come before it, with the possible exception of hostile legislation.

Some very interesting points have been brought out and in a way which has caused good-natured controversy. This argument still continues, and the letters of contributors are published with the hope that

something really constructive will come out of the debate.

It is the pleasure of THE NATIONAL PROVISIONER to publish herewith a signed letter from one of the recognized leaders in the packing field, a student of economics as they face the packer today, and a constructive thinker. His analysis of the situation and his suggestion of a remedy should have the careful consideration of every packer.

increasing factor with each succeeding year.

In this situation our industry finds itself somewhat embarrassed by its time-honored ways of figuring, in defense of which we say: "The packing business is 'different'; even recognized public accountants do not seem to understand that we must do business on market values, and that costs are not a determining factor."

The Packer's False Reasoning.

Nevertheless, the laws governing all profitable business, no matter how "different" it may be, are that *goods must be sold for more than they cost, and that no profit is possible until goods are actually sold.*

The packer loses sight of these basic principles by giving insufficient emphasis to what goods "stand him." In marketing a cellarful of meat at a loss he tends to console himself with the thought that he can replace the product on the basis of his selling price, overlooking the fact that to replace badly-sold meat does not solve the loss on those sales, but rather leaves more merchandise on hand which may in turn be just as poorly marketed.

The "replacement cost" theory links together two unrelated transactions; it gives undue weight to probable future prices, whereas, the vital consideration in a profitable sale is past actual cost.

Cause of Ham Losses.

The conditions in 1922 clearly illustrate our accounting fallacies. From December, 1921, to June, 1922, there was a steady increase in the market price of hams, this product rising in that time from around 13 to 25 cents. But at the same time there occurred a steady rise in the price of hogs until they reached a level between 10 and 11 cents.

Large ham stocks were accumulated out of these rising hogs. At the end of each accounting period, occurring every

four to six weeks, the packer marked up these ham stocks to the current market quotations, thus taking a larger paper profit on the hams previously accumulated.

On the basis of the paper profits shown he continued to cut hogs during May, June and July, with heavy cutting losses in spite of the large credit which the hams were contributing; in this way he spent his paper profits, literally, as soon as he showed them.

Finally, early in July, at the beginning of the ham season, when hams were offered in carload lots, few buyers were found; the price crashed 8 cents a pound (about 35 per cent) in six weeks, during the height of the season, with an inventory loss to the industry, on this item alone, of between fifteen and twenty millions of dollars.

Nothing But Paper Profits.

What are the fallacies back of this singular situation?

The cardinal fallacy is that unsold product acquired at lower levels furnished, by our system of accounting, paper profits, which seemed to justify further hog-cutting at large current losses. The packer had no more assurance that the values then existing would be realized when the product came to market than he has with eggs or cotton oil, on which he correctly never takes inventory profits.

If it had not been for the profits apparently residing in his unsold pork products, every packer would have realized the great economic hazard of advancing his bids for hogs, while at the same time actually incurring a heavy cutting loss.

What the Packer Should Do.

It is suggested, therefore, that the packing industry as a whole give serious consideration to adopting the principle prevalent in practically every other industry—*of pricing stock which cannot be properly hedged at acquired cost or market, whichever is lower.*

This is readily possible by classifying these cellar and freezer stocks according to the months or periods in which they were acquired, placing the average market price prevailing during the period of acquisition on each class, and maintaining that price in the inventories until that class is marketed.

If the market should drop, only those months carrying higher values in the inventory than the new market value would have to be reduced. If the market should rise again each class would be raised until the original cost, plus carrying charges, is reached.

The provision department would sell or transfer its product strictly at market prices, but would have a valuable guide in

"Dead Reckoning"

Some Observations on Possible Improvement in Handling Inventory Values in the Meat Packing Business

By Oscar G. Mayer

For the fourth successive year the largest industry in the country finds great difficulty in closing out its year's production of pork at a profit. It has done current business for lengthy periods during these years at an inadequate profit and frequently at a loss, on the theory that a seasonal rise in values would compensate for present operating losses. The rises have not occurred.

An examination into this situation may be permissible, since it seems to reveal factors which can be remedied.

During latter years there has been an unmistakable change in the manner in which hogs are coming to market, due in part to increasing co-operation on the part of the stock raisers through their producers' organizations. The commission houses have also helped to regulate the hog supply, until there is today a distinct tendency toward more orderly marketing of livestock.

The farmers have learned to breed their hogs so that more can be sent to market during seasons of greater scarcity. This is economically sound, but the packing industry has not fully readjusted its operating policy to the change, with the result that it has accumulated large stocks to relieve a summer and fall scarcity, which lately has not materialized.

A New Economic Fact.

Other factors are influential today, to be sure, such as disturbed industrial conditions in this country, and a decreased foreign trade, but the change in the character of the hog run is a new economic fact which the packer must recognize, and it is here to stay. It will become an

knowing the cost at which the merchandise it was selling was acquired.

Effect on Hog Buying.

The importance of this method lies in the effect it would have upon the hog buying; it would strip the hog desk of unrealized inventory profits on its monthly statements, and leave it no other recourse than to try to purchase its hogs so that a current profit could be obtained in cutting them.

This is simply what other businesses call an "operating profit," which the average executive in any other business knows he must obtain, but which will not be obtained consistently in the packing

business until the packer declines to take profits on stocks until they are sold.

Every packer is entitled to and should obtain a current cutting profit in hogs—this the public readily understands and would gladly allow. No layman can quite understand what is in the packer's mind who will cut hogs month after month at heavy losses with sole dependence upon a rise in values to recoup them.

Entitled to an Operating Profit.

Only through a current operating profit can the necessary insurance fund be created to protect those stocks, which must be accumulated to provide for periods of comparative scarcity. If a profit

accrues on these stocks it is a legitimate compensation for the tremendous risk and the great service involved in carrying heavy stocks from the season of plenty into that of greater scarcity, and for furnishing a spot cash market for every head of livestock which the American farmer sends to market.

If the foregoing method of handling inventory values had been followed during the past four years, it would, without a doubt, have prevented much of the loss which this industry has experienced. It would have meant operating on "dead reckoning"—and in the last analysis "dead reckoning" is the only thing that counts.

The writer would like to see these cost principles applied at the earliest opportunity. The greatest benefit derivable therefrom can come only through their acceptance by most large and small packers. Yet any packer may adopt them individually with benefit, since they would show him the true condition of his business.

A prompt solution of this question—because of the strong stabilizing influence it would exercise—would be greatly in the interest of producer, packer, retailer and consumer alike.

OSCAR G. MAYER.

DANISH HOG SLAUGHTERS.

The Statistical Department of the government of Denmark has compiled figures showing the number of hogs slaughtered during the years 1911-1921 in the Danish export slaughtering houses, as follows:

	Hogs.
1911.....	2,211,197
1912.....	2,423,564
1913.....	2,404,870
1914.....	2,858,294
1915.....	2,593,549
1916.....	2,542,353
1917.....	2,479,431
1918.....	324,263
1919.....	456,385
1920.....	930,230
1921.....	1,641,194

Below are given the average monthly figures for the years 1911-14 compared with the monthly figures of subsequent years:

	1911-14 average.	1920.	1921.	1922.
January.....	199,820	73,055	131,855	151,476
February.....	196,061	12,951	78,964	143,355
March.....	207,358	26,098	121,049	183,441
April.....	209,948	78,984	146,502	147,946
May.....	213,813	93,152	99,556	193,987
June.....	202,705	110,452	153,352	189,775
July.....	203,299	77,865	122,504	173,955
August.....	198,241	65,290	175,797	.....
September.....	196,372	73,878	135,394	.....
October.....	240,320	85,366	177,307	.....
November.....	206,171	97,293	158,727	.....
December.....	228,854	135,865	150,977	.....

No figures are available for hogs slaughtered outside of these houses, states a report of Assistant U. S. Trade Commissioner H. Sorensen at Copenhagen, but it is assumed that the larger part of the home consumption outside of the cities is supplied by private slaughtering.

U. S. TANNERS' COUNCIL MEETS.

Discussing such important problems on raw materials as the curing of hides, which is of special interest to packers at the present time, and problems peculiar to the leather trade in all its phases, the Tanners' Council of the United States held its annual convention at the Congress Hotel, Chicago, on October 19 and 20, 1922.

In addition to production problems which were considered from the severely practical standpoint, there were other more general phases treated by authorities in their special fields. Publicity was dealt with by Albert J. Ehlers, president of the National Leather and Shoe Finders' Association; insurance, by Benjamin J. Pater, and government and business, by Dean Ralph E. Heilman of the Northwestern University School of Commerce. The convention was the most practical and progressive that the Tanners' Council has held. Many problems are being studied and solved that speak well for the future of the industry.

THE KEY MAN IN THE PACKING HOUSE

What the Foreman Can Do to Rebuild Profits

By W. B. Farris, General Superintendent, Morris & Company.*

(EDITOR'S NOTE.—In a previous article on this same general subject Mr. Farris discussed "Standard Product." In this article, which is the second of a series, he takes up the important matter of "Full Yields and Reasonable Cost of Production.")

A factor which has a great bearing on "what the foreman can do to rebuild profits," is full yields, to get 100 per cent where 100 per cent is available. Unless wastage is eliminated, at least to a minimum, and full yields obtained, there is a poor chance of rebuilding profits to the fullest extent.

Full yields in the packing business mean close supervision and good workmanship combined with a clear understanding of what is to be obtained. Lack of supervision and poor workmanship cause either wastage or the lowering of the quality and standard of product, or both.

Either one means loss, and both together mean greater loss. Unless a foreman is capable of coping with this situation, his department at the end of the month will be on the wrong side of the ledger, and instead of building up profits he is tearing them down.

A situation can arise, and it often does, where full yield is not obtained, but what product is saved is of good quality. It can also happen, and frequently does, that a certain amount of the product is not of standard quality and is marketed at a loss, as compared with standard quality.

How Loss in Yields Arises.

When one condition exists it generally always follows that the other is also in evidence. The losses incurred by not obtaining full yields come about in different ways. For instance, we might cite the following:

1. Poor workmanship and not knowing what amount of work an employe can do and do it right.
2. Not having a full understanding of the task.
3. Faulty, or only partial supervision.
4. Having the wrong man on the wrong job.
5. Having an unbalanced gang; i. e., one man be overworked while another has not sufficient work.
6. Not giving proper instructions to employes.
7. Lack of interest in the work.
8. Faulty, or improper co-operation throughout the department.
9. Not having the foresight or ability to keep "ahead of the game."
10. Not protecting the different jobs in the department. Every employe in the de-

*Published by courtesy of The Morris Standard.

partment should be able to fill satisfactorily two or more jobs.

The ten points given are fundamental in obtaining full yields. To these might be added another very important factor which is this: Be close enough to your product to catch any condition at the start that will cause a falling off of your yields, and take immediately the proper action to overcome the loss.

Stop Trouble at Once.

Do not let whatever the trouble is run along for a day or a week, expecting to give an excuse that will relieve you of the responsibility. Excuses and alibis never have and never will give you full yields. Neither will one, or both, help the foreman rebuild profits.

Study carefully the nature of the product which you are handling, having in mind at all times how you can make an improvement, how you can increase your yields and still retain and improve the quality. In a large business as a foreman in a packinghouse is engaged in, it can happen that the difference in loss of yield which he obtains and that which he should obtain will mean the profit in his particular department.

Full yields are very similar to standard quality of product in the part they play in the success of a business. They should not be sacrificed in order to lower the production cost of a department. Such a departure is a "penny wise and pound foolish" policy. The foreman who is so short-sighted as to permit this condition to exist is not the foreman to rebuild profits.

(EDITOR'S NOTE.—This discussion of "Full Yields and Reasonable Cost of Production" will be followed by one on "Co-operation or Team Work," in which Mr. Farris will give some very interesting suggestions. This article will appear in an early issue.)

Charts of the Markets

The trend of beef by-product prices for September-October, compared to previous months as far back as 1920, is graphically shown in one of THE NATIONAL PROVISIONER'S Market Charts on page 20 of this issue. Comparisons with pre-war years also are shown.

This new feature of THE NATIONAL PROVISIONER'S statistical service also includes charts once each month on livestock movements and prices, meat prices and stocks of products.

High Freight Rates and the Motor Truck

In previous articles THE NATIONAL PROVISIONER has commented upon the growing importance of the motor truck as a factor in the delivery of livestock to the great public markets. The U. S. Bureau of Agricultural Economics has also taken cognizance of this fact in a number of its market reports.

During the course of the hearing on Southeastern livestock rates recently held at Louisville, Ky., there was introduced an exhibit showing some figures on this movement which have never before been made public in this form. These were compiled by the Southeastern Live Stock Association and clearly show the growing tendency to use the truck in an effort to avoid high freight rates. These are of such interest that they are reproduced herein in a form that will make them valuable for comparison.

It should be borne in mind that the separation between "rail" movement and "otherwise" puts into the latter group stock that may have been driven in, moved by boat, handled by trolley, or shipped in by truck. Nevertheless, these figures show how the shipper has striven to get away from the freight shipment whenever possible.

In commenting on these figures an experienced traffic man acquainted with this movement said: "These figures disclose an interesting situation. I knew there had been startling developments in this direction, but I had no idea of the great extent. These figures reflect a condition that is almost unbearable to the livestock industry, and one which the railroads must reckon with."

Why Trucks Are More in Use.

The reasons for this growth of shipping livestock by truck may be summed up as follows:

1. The promptness of delivery at the market.
2. Ability to ship different species without separating them with expensive partitions or paying exorbitant rates.
3. Absence of undue shrinkage.
4. Fewer claims for loss, injury or death.
5. Prompt returns.
6. Ability to pick a definite market, reach that market, and sell thereon.

"While the rates may be higher when stated in cents per 100 pounds, the shipper pays on actual weight without the per car minimum. Moreover, his total expenditure for freight will be materially less than when shipped by rail."

Receipts of livestock at various markets by years since 1915, by rail and otherwise.

Baltimore.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	123844	3520	127364	18739	860	18739
1916	147312	5025	152337	24783	1299	26082
1917	189566	5775	195341	31784	1036	32820
1918	178349	6083	184432	41828	795	42623
1919	182705	4760	187465	60610	1174	61784
1920	187864	6520	194384	91206	1320	92526
1921	175256	4550	179806	98009	1169	99778

Cincinnati.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	203380	17157	220537	43593	16992	60585
1916	254716	24994	279710	49583	22737	72320
1917	320243	38890	359133	69354	29675	99029
1918	325462	30674	356136	71694	27161	98855

Year	HOGS.			SHEEP.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	291430	34570	326000	81046	53441	134487
1916	252126	28763	280889	91179	69976	160155
1917	265002	23771	288773	109076	56125	165201

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	1150803	28869	1179672	345004	11185	356189
1916	1208576	51542	1260118	318540	15701	334241
1917	1157928	81114	1239042	245297	25082	270379
1918	1318803	143899	1462702	241973	32581	274554
1919	1439736	234347	1674083	280693	53999	334692
1920	1220885	251094	1471979	300461	65187	365648
1921	1208067	226775	1434842	370711	67354	438065

Cleveland.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	102156	5060	107216	128140	12486	138626
1916	102637	3794	106431	124959	11640	136599

Dayton, Ohio.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	6172	6229	12401	627	2638	3365
1916	7017	8406	15423	1175	3865	5040
1917	8431	10474	18905	853	5552	6405
1918	9421	12358	21779	1212	6511	7723
1919	7372	14853	22225	571	7482	8053
1920	9497	33862	43359	799	8273	9072
1921	9925	12085	22010	217	8856	9073

Detroit.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	123607	4594	128201	84558	1889	86447
1916	111103	7652	118755	90603	3006	93609
1917	100018	5748	105766	87240	4079	91319

East Buffalo.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	216694	....	216694	120103	....	120103
1916	223412	7818	231230	145451	5926	151377
1917	228308	8977	237285	147520	8267	155787
1918	252182	8804	261076	169077	8793	177870
1919	279 89	8023	287212	205518	13637	219155
1920	191348	8151	199499	232097	19522	251619
1921	160303	6307	167210	238504	20158	258662

The Convention Number

The Official Packers' Convention Number of THE NATIONAL PROVISIONER issued under date of October 14, reporting the proceedings of the Institute of American Meat Packers in 17th annual session at Chicago, was the largest and finest number published by THE NATIONAL PROVISIONER in the 35 years of its life. Its 220 pages are a compendium of industry information not to be duplicated anywhere outside the covers of "The Packers' Encyclopedia."

The demand for this issue was so great that the supply was exhausted the day it came off the presses. Some friends were late in ordering extra copies so much desired because of the contents of this number. They must be supplied.

THE NATIONAL PROVISIONER will pay 25 cents for every copy of this Convention Number of October 14 returned in good order to the THE NATIONAL PROVISIONER, Old Colony Building, Chicago. Send in your Copies, if you can spare them.

Year	HOGS.			SHEEP.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	1817890	....	1817890	843414	....	843414
1916	1672967	6884	1679851	799665	1345	801010
1917	1065223	6144	1071367	595160	2187	597347
1918	1194293	5295	1199588	636869	2329	639198
1919	1177026	18228	1195254	858470	7715	866185
1920	1316108	18234	1334342	850631	13904	864535
1921	1580029	12348	1592377	1064498	18655	1073153

East St. Louis.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	981765	9944	991709	....	....	....
1916	1191658	8672	1200330	....	....	....
1917	1393071	11670	1404741	....	....	....
1918	1495816	13393	1509209	....	....	....
1919	1193403	14492	1207895	256221	8714	264935
1920	962856	11590	974446	269040	10094	279134
1921	787753	9795	797548	271389	8323	279712

Year	HOGS.			SHEEP.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	2586483	5285	2591768	648356	1785	648141
1916	3050335	7979	3058314	699621	1217	670838
1917	2697517	8097	2705614	528489	2545	531034
1918	3244495	12095	3256590	533675	2731	536406
1919	3586163	64371	3650534	714689	9215	723904
1920	3351368	47532	3398900	599211	5538	604749
1921	3303304	26747	3330051	626161	9606	635827

Evansville, Ind.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	8209	6332	14541	1927	1842	3769
1916	12307	6965	19272	2421	2132	4553
1917	19149	7897	27046	3331	4430	7761
1918	22653	9907	32560	5351	6732	12083
1919	16683	6400	23083	3911	5023	8934
1920	18763	7703	26466	7771	10328	18099
1921	15695	8291	23986	3069	8039	11108

Indianapolis.

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	....	....	....	....	....	....
1916	....	....	....	....	....	....
1917	....	....	....	....	....	....
1918	359793	37550	397343	83308	4179	126447
1919	308536	47730	356266	96984	62907	159891
1920	302296	48158	350454	169368	77275	246643
1921	242845	45102	287947	120443	74707	195150

Year	HOGS.			SHEEP.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	2298872	136447	2435319	....	....	....
1916	2402420	173011	2575431	....	....	....
1917	1888417	462313	2350730	....	....	....
1918	2287663	462313	2749976	87189	29639	116828
1919	2225281	71212	2306493	72671	58658	131329
1920	2104906	791988	2896894	77143	58698	135841
1921	1886110	808305	2694415	76390	68201	144591

Year	CATTLE.			CALVES.		
	Rail.	Other.	Total.	Rail.	Other.	Total.
1915	....	....	....	....	....	....
1916	2265	3771	6036	145	3894	4039
1917	1659	5669	7328	48	6915	6963
1918	1833	5760	7593	25	6336	6361
1919	1879	6530	8409	451	8022	8473
1920	1720	7864	9584	15	9544	9559
1921	1211	7732	8943	47	9131	9178

(Continued on page 45.)

GOV'T TO FIX COMMISSION RATES.

Equitable livestock rates on the Kansas City market will be determined by the packers and stockyards administration of the Department of Agriculture in accordance with a mutual agreement between livestock associations representing complainants against the present rates, and representatives of the livestock exchange voluntarily to submit the question to the administration for decision and abide by the result.

The question will be determined by G. N. Dagger, in charge of the administration's rate division, and Howard M. Gore, in charge of the trade practice division.

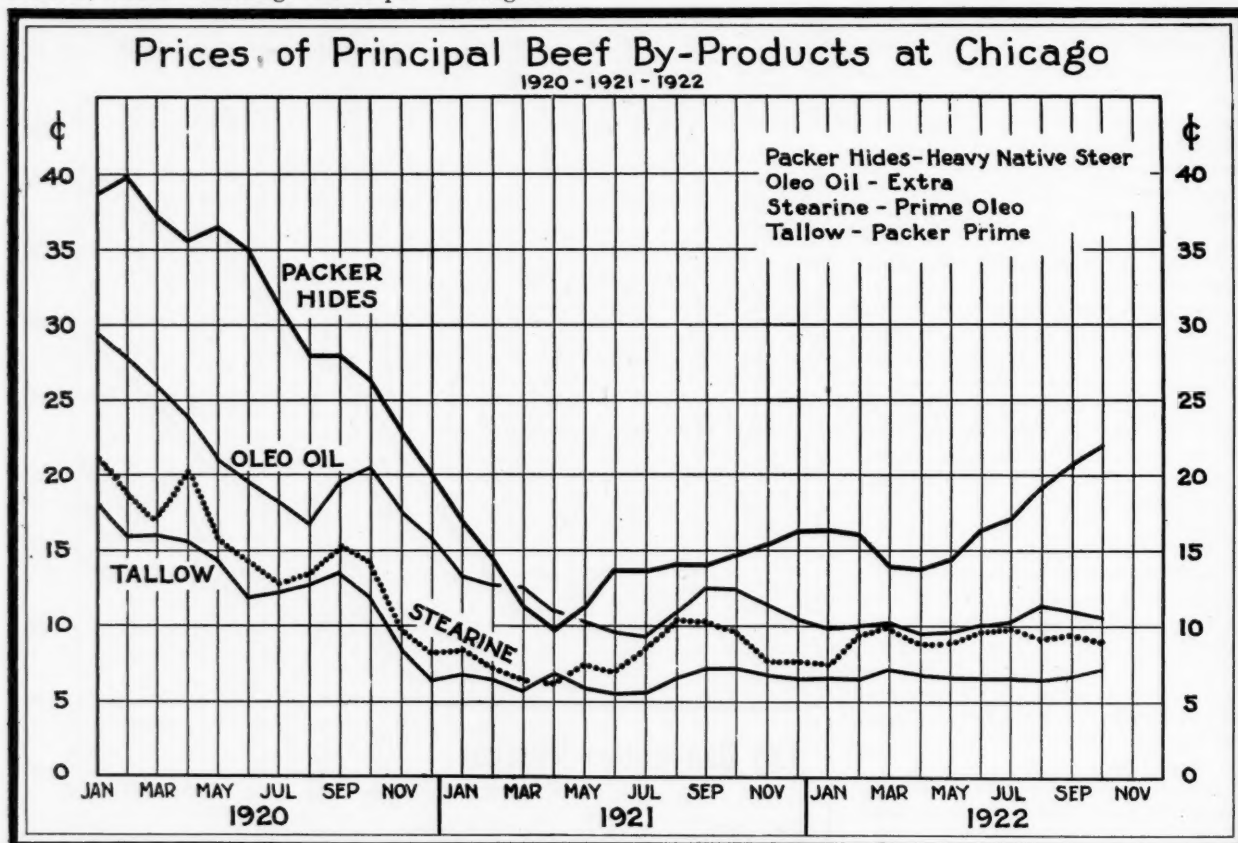
In announcing the decision of the government, Chester Morrill, assistant to the secretary of agriculture and in charge of the packers and stockyards administration, said the agreement had been characterized by interests involved as a great step forward in the cattle industry, and the administration was pleased that the question should have been voluntarily submitted.

Complaints against commission rates charged on the Fort Worth, Omaha, Chicago, St. Paul and Portland (Ore.) markets also reached the administration.

Packer Hide and Tallow Prices Advance While Others Are Down

The chart this week in THE NATIONAL PROVISIONER'S series of market charts shows the way in which prices of beef by-products have been going for the last month up to October 15, 1922, and enables comparison for the period back to January 1, 1920. There has been a continued advance in packer hide prices since April, 1922. Tallow has shown a slight increase in the monthly average price during the past month. On the other hand oleo oil and stearine have declined slightly in the last month.

Comparisons with pre-war years are shown in a graphic way by the set of bar tables below the chart. One point that strikes the eye at once is that compared with the average monthly price for October 1909-1914 the prices of oleo oil, stearine and tallow are lower at the present time. Heavy native steer hides as compared with the October, 1909-1914 average are 20 per cent higher.



This chart is based on actual market quotations taken from the records of THE NATIONAL PROVISIONER. All of the prices are monthly averages of weekly quotations. They were taken from the calendar months up to and including June, 1922, and thereafter for periods ending in the middle of the month. (The comparisons with 1909-14 will be found in the bar tables below.)

By-Product Prices Compared to Pre-War Average

Showing percentage of prices for October, 1922, 1921 and 1920, to the average of October during the six years, 1909-1914.

EXTRA OLEO OIL.		
Actual	Per cent of 1909-14 Av.	
October, 1922.....\$.1064	85.24	
October, 1921..... .1253	102.4	
October, 1920..... .2050	167.5	
October, av., 1909-14 .1224	100.0	
PRIME OLEO STEARINE.		
October, 1922.....\$.0892	73.4	
October, 1921..... .0975	80.9	
October, 1920..... .1422	118.0	
October, av., 1909-14 .1205	100.0	
PACKERS PRIME TALLOW.		
October, 1922.....\$.0706	98.41	
October, 1921..... .0725	101.2	
October, 1920..... .1200	167.3	
October, av., 1909-14 .0717	100.0	
HEAVY NATIVE STEER HIDES.		
October, 1922.....\$.2228	120.8	
October, 1921..... .1475	80.0	
October, 1920..... .2650	143.7	
October, av., 1909-14 .1844	100.0	

BY-PRODUCT PRICES AT CHICAGO.

The prices of principal beef by-products at Chicago on which THE NATIONAL PROVISIONER'S chart is based are as follows, figures being actual market quotations:

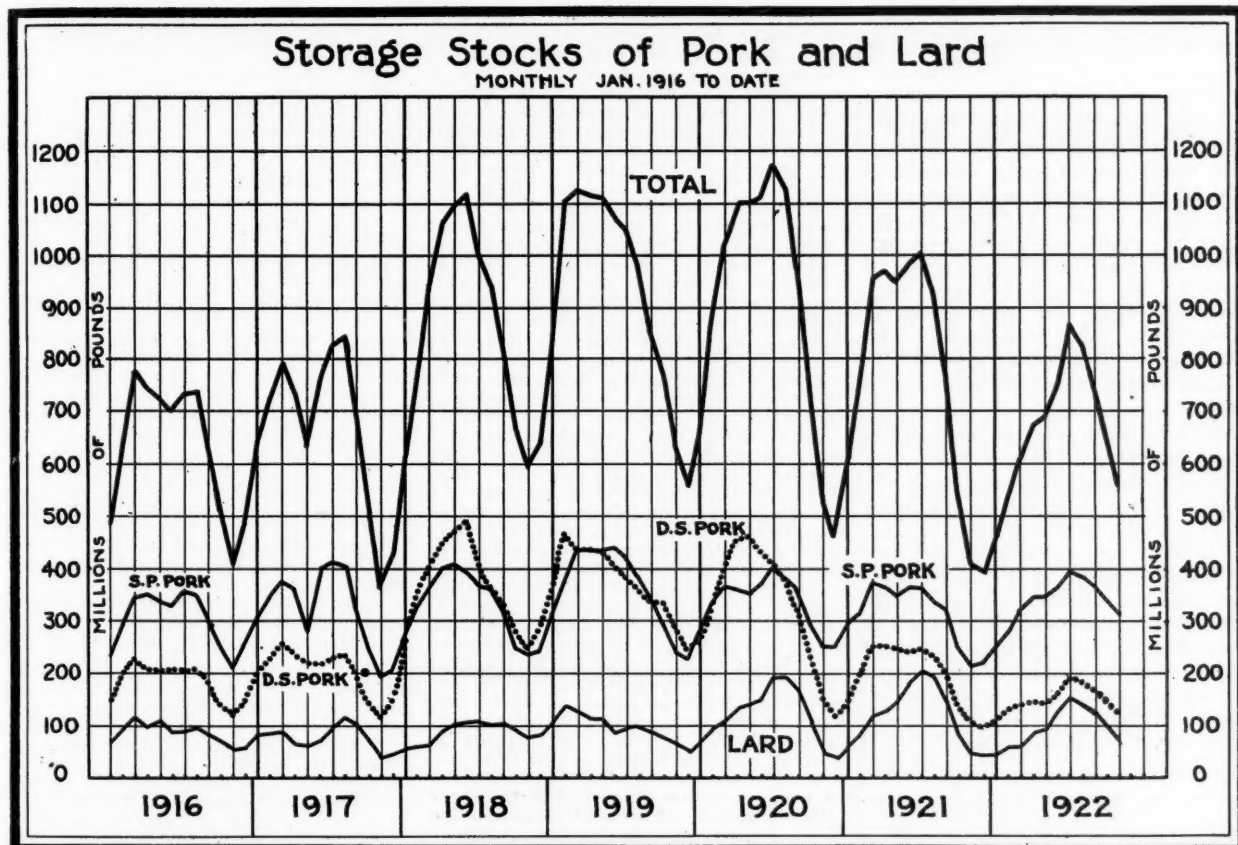
	PACKER HIDES, Heavy native, steer, cts. per pound.	OLEO OIL, Extra, cts. per pound.	TALLOW, Prime packers, cts. per pound.	STEARINE, Prime oleo, cts. per pound.
1920—				
Jan.	38.85	29.35	17.98	21.18
Feb.	39.75	27.88	16.03	18.75
March	37.27	26.00	16.06	17.25
April	35.60	23.90	15.73	20.28
May	36.50	21.00	14.09	15.88
June	35.00	19.63	12.03	14.31
July	31.40	18.15	12.20	12.93
Aug.	28.00	16.83	12.75	13.69
Sept.	28.00	19.50	13.41	15.22
Oct.	28.50	20.50	12.00	14.22
Nov.	23.00	17.75	8.69	9.91
Dec.	20.00	15.98	6.58	8.13
1921—				
Jan.	17.00	13.25	6.75	8.47
Feb.	14.50	12.88	6.50	7.38
March	11.60	12.50	5.81	6.63
April	9.88	11.03	6.97	6.38
May	11.38	10.22	6.00	7.56
June	13.80	9.60	5.50	7.13
July	13.75	9.33	5.68	8.65
Aug.	14.00	11.00	6.61	10.63
Sept.	14.00	12.68	7.28	10.35
Oct.	14.75	12.53	7.25	9.75
Nov.	15.50	11.50	6.87	7.75
Dec.	16.40	10.38	6.58	7.75
1922—				
Jan.	16.50	9.97	6.56	7.69
Feb.	16.25	10.00	6.56	9.37
March	13.90	10.18	7.13	10.03
April	13.50	9.50	6.87	8.88
May	14.25	9.63	6.69	8.88
June	16.60	10.03	6.63	9.60
July	17.73	10.20	6.62	9.90
Aug.	19.22	11.34	6.65	9.25
Sept.	20.50	11.10	6.87	9.58
Oct.	22.28	10.64	7.06	8.92

October Cold Storage Stocks Continue Lowest in Years

The chart given below in THE NATIONAL PROVISIONER'S market chart service, which includes livestock and meat production and prices, and by-product prices, shows the storage stocks of pork and lard monthly from 1916 to the present time.

Last month's position, which showed the lowest cold storage holdings in the United States since 1917, was continued. For after the usual decline for this season, the stocks on October 1, 1922, which are materially smaller than for the previous month, are still the lowest for several years.

Regarding the causes of this situation and other deductions from the chart, it is better to leave it to the individual reader. Careful study will repay all packers, some of whom will be reminded of things which they may have forgotten, and in some cases at least they may find some things placed in a new light and relation that they had not thought of before.



The figures on which this chart is based are the official reports of the U. S. Bureau of Agricultural Economics. The total includes D. S. Pork, S. P. Pork, Frozen Pork and Lard.

COLD STORAGE STOCKS COMPARED.

The actual figures of cold storage stocks of pork and lard in the United States at the beginning of each month, 1916-1922, 000's omitted, on which THE NATIONAL PROVISIONER'S chart is based, are as follows, the statistics being those of the U. S. Bureau of Agricultural Economics:

1916.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	44,194	230,881	145,661	63,304	484,040
February	65,376	298,939	194,053	92,342	648,710
March	88,604	350,750	226,910	111,897	778,161
April	88,344	351,051	206,703	97,237	743,335
May	77,812	337,464	202,392	108,731	726,399
June	85,195	326,183	206,008	85,113	706,499
July	82,571	359,300	202,088	87,127	731,086
August	87,845	350,570	205,231	95,991	737,637
September	63,420	303,399	183,194	82,028	632,041
October	38,851	251,004	140,908	71,570	502,333
November	23,988	209,061	118,958	56,929	408,936
December	32,015	231,519	142,858	58,950	485,342

1917.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	50,564	307,478	200,968	80,977	640,017
February	66,062	348,269	228,424	86,208	729,963
March	63,352	378,847	259,059	88,460	789,718
April	64,996	362,931	234,396	85,779	727,502
May	74,728	281,236	219,819	61,640	637,423
June	77,534	406,183	213,802	72,365	769,890
July	91,562	412,810	224,813	95,197	824,382
August	96,648	403,704	231,905	112,249	844,506
September	72,286	328,943	195,678	102,172	699,079
October	89,767	252,152	143,319	99,929	505,167

November	25,347	192,884	100,652	37,995	365,978
December	23,504	204,907	150,882	44,367	423,660

1918.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	41,663	290,003	252,934	54,339	618,139
February	61,659	322,004	341,422	59,310	784,395
March	104,630	369,014	402,734	65,355	941,733
April	116,548	402,378	448,114	89,854	1,056,894
May	117,786	406,191	471,800	103,373	1,099,159
June	118,601	397,486	493,795	106,194	1,116,076
July	117,976	372,347	402,549	107,871	1,000,743
August	108,220	365,941	370,293	102,411	946,775
September	71,385	315,517	333,472	104,688	825,042
October	46,593	249,827	283,572	90,398	670,390
November	36,968	231,136	247,194	76,124	591,422
December	34,750	242,976	283,002	81,676	642,404

1919.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	61,539	302,703	359,254	104,274	827,830
February	104,708	392,290	471,747	138,353	1,107,068
March	128,807	435,197	435,661	125,410	1,125,165
April	142,189	431,714	430,205	112,469	1,116,577
May	139,205	434,671	425,411	112,409	1,111,696
June	144,212	440,980	402,652	83,096	1,070,940
July	155,263	422,387	381,736	92,132	1,051,518
August	131,137	384,764	366,547	100,478	982,926
September	90,510	341,724	338,270	87,947	858,451
October	61,417	297,702	332,786	76,456	768,371
November	47,271	239,719	281,930	66,636	624,936
December	44,864	226,593	242,224	49,147	563,128

1920.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	55,551	279,467	262,630	62,614	660,252
February	100,076	337,238	332,848	97,040	873,411

March	132,065	369,026	402,229	111,975	1,015,325
April	148,922	361,973	457,745	132,993	1,101,633
May	144,453	353,864	462,389	141,819	1,102,525
June	156,963	371,593	430,782	152,397	1,111,645
July	169,616	403,719	408,681	193,316	1,175,332
August	161,804	389,806	381,328	191,531	1,124,559
September	129,197	361,381	316,433	170,774	977,785
October	87,592	295,400	233,389	109,258	725,699
November	67,148	254,838	150,812	47,329	520,127
December	60,007	252,270	114,400	36,683	463,360

1921.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	83,990	294,993	144,967	59,319	593,299
February	150,594	316,328	202,909	83,549	753,380
March	208,889	376,376	251,893	117,690	954,848
April	219,964	367,553	255,390	128,614	971,521
May	201,247	352,587	247,230	150,984	952,057
June	194,500	366,360	240,152	180,620	981,632
July	182,799	366,928	249,804	205,878	1,005,400
August	150,048	339,327	231,364	194,952	915,691
September	103,722	321,139	202,802	149,671	777,334
October	64,188	255,300	149,493	83,823	532,804
November	38,430	212,388	108,401	49,093	408,312
December	37,326	220,815	96,345	41,911	396,397

1922.					
(At the first of each month.)					
Frozen	S. P.	D. S.	Lard,	Total	
lbs.	lbs.	lbs.	lbs.	lbs.	
000s	000s	000s	000s	000s	
January	49,520	252,062	108,880	46,714	457,176
February	71,711	282,070	128,067	60,555	542,403
March	85,136	320,796	139,358	61,258	606,548
April	98,233	346,815	144,772	85,445	675,265
May	103,966	347,552	142,018	95,882	689,418
June	114,149	363,229	157,468	123,670	758,516
July	128,577	392,854	186,215	154,826	862,472
August	117,821	386,785	179,940	143,521	828,067
September	84,819	308,833	166,331	118,272	727,356
October	54,122	312,164	123,238	76,156	565,156

NEW IDEAS ON AUSTRALIAN MEAT TRADE

Discuss Prospects of an Oriental Outlet in Future

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, Sept. 15, 1922.

The action of the Commonwealth government in giving a subsidy for exported meat has fallen a little flat, because the British markets, to which practically all the beef is exported, have not shown any resiliency. Moreover, the subsidy, small as it is, equal to about 40 cents per 100 lbs. of beef, does not extend to any of the by-products, and only to the meat that is good enough to export. The position and prospects of the meat trade in Australia have, therefore, not materially changed.

The result, coupled with a falling-off in the quality of the cattle as a result of the continued bad season, has been to compel the factories to close down. In Queensland, where most of the export beef is raised, not more than 180,000 head have been put through for the season, as against a total of at least 300,000 head, with a possibility of rising to even half a million expected when the arrangement was made.

Good rains have fallen in the southern part of the Commonwealth, and fair rains in the eastern half of most of the other sections of Australia, but on the great ranches in the western districts and the interior the weather has continued very dry, some places having had no rain for many months. Here the material conditions are bad and the prospects not bright. It cannot be said that the losses are heavy yet, but unless rain comes to give relief during the approaching thunderstorm period, i. e., just as the summer is being ushered in, there may be danger.

Poor Prospects for Beef.

Sir Phillip Proctor, representative of Vestey's, who spent some time in Australia in the interests of his firm, visiting a great many parts of it, in a farewell message has not been very optimistic. The sheep position, owing to better prices abroad than had been expected, is improved; but the cattle export trade fills him with apprehension. He certainly saw some ray of light with the clearance of the old Australian meat on the British market and with some orders for meat for Germany. But his faith in the future of Australian meat is largely based on the possibility of getting rid of further amounts of meat on the continent with the improvement of European countries. At present there is not much to build on in that respect.

"The beef situation is far from encouraging," he said in a statement. "Even with the government assistance the business has not been profitable to the grower, and while the value of the subsidy is fully appreciated, it is difficult to see how the trade can be maintained unless Queensland beef is reinstated on the home market on its own merits and independently of assistance of this nature. There have been many occasions when Queensland beef has been sold at lower prices than it is realizing at the present moment. The difference in the situation is the difference in the cost incurred in placing the beef on the market." The salvation of the trade, he suggested, lay in reducing the

cost of producing and exporting beef and the London charges.

Beef Quality Compared.

Here is another significant statement made by Sir Phillip that will interest American and Argentine traders, coming from the source it does: "At the same time attention must be given to the competition that Queensland beef has to meet. Traders can overcome a great many difficulties, but it is doubtful if they can overcome the handicap of climate. The early maturity of the Argentine beef gives it a great advantage to the taste of the British consumer over the older Australian beef."

In this regard the matter of slaughtering cattle at a younger age has been receiving attention in Australia. Five years was considered the best time for killing for export. But that has been gradually coming down, and it is only now really dawning on the breeders and exporters that a much younger age must be adopted. The difficulty, of course, is that cattle are run on the open ranges. They are entirely dependent on the natural grasses, splendid as they are, no doubt. Anything like feeding with artificial fodders is practically out of the question on the great open plains where most of the export cattle are produced.

In the more closely settled districts cattle are often hand-fed, but these are mostly the ones used for home consumption. At the recent annual exhibition in Brisbane one of the breeders with a fine property nearer the coast, where it is possible to raise lucerne, had several fine examples of Herefords' baby beef on show. They ran between 800 and 900 lbs., although only 11 months old, and though rather fat for local taste, showed beautifully marbled beef declared by persons capable of judging as equal to anything seen in the London market from the Argentine. Before this class of beef could be available for export on a large scale a considerable revolution in methods of raising must take place in Australia.

On the other hand, Mr. Edmund Jowett, a member of the House of Representatives, who has just been inquiring into the meat industry in Australia, has a different view to those voiced by Sir Phillip Proctor. He is owner of probably the largest number of stock in Australia, especially sheep, and he holds that "there is nothing to complain of regarding Australian meat," and nothing to justify the disparaging remarks regarding it.

Meat for Germany.

A somewhat mysterious report has been

circulated in Australia concerning the sale of meat to Germany. One report puts it down at 8,000 tons, but there is nothing definite, except that a quantity of meat has been sold the destination of which is Germany. The hope has been expressed that this means opening up markets for Australian meat on the continent. It is known here also that Germany is importing large quantities of meat from the Argentine. The method of payment for the Australian meat has not been disclosed. It is said that the Argentine is taking the equivalent in goods. France is said to be inquiring in Australia for meat, especially lamb; but these reports lack confirmation.

The Eastern Trade.

It is to the East, however, that Australia is looking for an outlet for meat. Japan and China have both taken supplies; and Java is now being boomed as a possible market for Australian live cattle. The Australian Trade Commissioner in the East has pointed out that China is essentially a meat-eating country and that it is only vegetarian because of the price of meat.

It is reported also that the contract for supplying meat to the United States military forces in Manila has been secured by a Queensland firm for 12 months. The contract was held by a Queensland firm for many years before going to a firm in China last year. A report that lacks official confirmation, but is said to have been published in a Manila paper, states that the Secretary for Agriculture at Manila has arranged to import 2,000 to 2,400 head of Australian cattle each month.

A press statement has been issued that negotiations are in progress which will open the Dutch East Indies to Australian meat. At present only the requirements of 350,000 are catered for, though there is a meat-eating population of fifty millions. At present the price is extraordinarily high.

Several small shipments of lamb have been made to South Africa lately.

New Zealand Meat Board Work.

The chairman of the New Zealand Meat Producers' Board made the following statement in Parliament concerning the future policy of the board:

"That the objective of the board is to control the whole exported meat of the Dominion that it may yield the highest net return to the producer. The mandate from the producer and the legislature is very clear and definite in the matter. The reduction of charges, freezing, shipping, etc., though important, is not the principal work of the board, but incidental to it. The objective stated as the aim does not necessarily mean that the board will name now the particulars and the date at which such control shall operate, but that all our plans shall be laid down with that as our ultimate object which we intend to carry out as soon as the machinery is perfected and a favorable opportunity offers. Experience may modify our plans. If, say, prices are maintained at such a high level that in the opinion of the board action would not be warranted, we may, and probably would, be able to give sound reasons why we should not interfere, but we as a board do keep steadfastly before us the fact that control of the meat of the Dominion is our job."

Profits of Freezing Plants.

There are forty-two separate freezing plants in New Zealand owned by twenty-seven companies. It is stated that an examination of the published balance-sheets for the year 1921 of twenty New Zealand freezing companies (being all the companies publishing balance-sheets in the Dominion), showed a paid-up capital of over £3,200,000. The net profit for the year amounted to £101,881, equal to a return of 3.14 per cent on the par value of the capital invested. In eighteen of these freezing companies there were no fewer than 23,772 shareholders whose average

(Continued on page 43.)

Charts of the Markets

Cold storage stocks of lard and pork products on October 1, 1922, with comparisons for the period from January, 1916, to the present, are graphically shown in one of THE NATIONAL PROVISIONER'S Market Charts on page 21 of this issue.

This new feature of THE NATIONAL PROVISIONER'S statistical service also includes charts once each month on live-stock movements and prices, meat prices and beef by-product prices.

What Is It Worth to You to Consult Daily the Best Packinghouse Superintendents and Executives?—

If you could have at your command for daily consultation the best of packinghouse superintendents and leading packinghouse executives, wouldn't it be worth a lot of money to you?

In the **PACKERS' ENCYCLOPEDIA — The Blue Book of the American Meat Packing and Allied Industries**—the experience of the best superintendents and packinghouse executives is put in hand-book form. It has required months of careful editing to do this.

Part I of the **PACKERS' ENCYCLOPEDIA** covers every phase of packinghouse operation, from selection of the live animal to disposal of the by-products. The following outline gives an idea of its contents:

Chapter One:—CATTLE

Breeds of Cattle
Market Classes and Grades of Cattle and Calves
Dressing Percentages of Cattle
Beef Slaughtering
Beef Cooling
Beef Grading
Beef Loading
Handling of Beef for Export
Beef Cutting and Boning
Plate Beef
Mess Beef
Curing Barreled Beef
Manufacture of Dried Beef
Handling Beef Offal
Handling and Grading Beef Casings
Handling Miscellaneous Meats
Manufacture of Beef Extract
Manufacture of Oleo Products
Tallow
Handling of Hides

Chapter Two:—HOGS

Breeds of Hogs
Market Classes and Grades of Hogs

Dressing Yields of Hogs
Hog Killing Operations
Hog Cooling
Shipper Pigs
Pork Cuts
Curing Pork Cuts
Smokehouse Operation
Ham Boning and Cooking
Lard Manufacture
Hog Casings
Edible Hog Offal or Miscellaneous Meats
Preparation of Pigs Feet

Chapter Three:—SMALL STOCK

Market Classes and Grades of Sheep and Lambs
Sheep Killing
Sheep Dressing
Sheep Casings
Casings from Calves and Yearlings

Chapter Four:—INEDIBLE BY-PRODUCTS

Inedible Tank House
Blood and Tankage Yields

Tankage Preparation
Digester Tankage
Tallow and Grease Refining
Manufacture of Glue
Bones, Horns and Hoofs
Handling Hog Hair
Catch Basins
Cost and Return on By-Products

Chapter Five:—MISCELLANEOUS

Sausage Manufacture
Meat Canning
Animal Glands and Their Uses
Packinghouse Chemistry
Packinghouse Refrigeration
Packinghouse Cost Accounting
Location of Packing Plants
Construction of Packing Plants

Chapter Six:—VEGETABLE OILS

Vegetable Oil Refining
Compound Manufacture
Winter Oil
Manufacture of Margarin
Hydrogenation of Oils and Fats

Part II is a **Statistical Section** in chart form, offering graphic comparisons of number and prices of meat animals, corn, meats and products; production, exports, imports and consumption. There are tables of statistics covering the operations of the industry, both United States and Canada, charts and tables of livestock and meat freight rates, and official definitions of both foreign and domestic traffic terms, with much other valuable statistical and reference data.

Part III is a **Trade Directory**, in which are listed—with data of corporation information, operations, capacity, equipment, brands, etc.—the meat packers of the United States, together with those of Canada, South America and other countries. The Directory Section includes also listing of wholesale meat dealers, sausage manufacturers, renderers, lard and vegetable oil refiners, margarin manufacturers, packinghouse and oil brokers, and livestock order buyers.

Price, \$12.00 in U. S. and Canada. Foreign, \$12.25

THE NATIONAL PROVISIONER

OLD COLONY BUILDING
CHICAGO, ILL.

TRADE GLEANINGS.

The San Luis Packing Co., Monte Vista, Colo., is going to move to Alamosa, Colo., in the near future.

The Market Corporation of Pittsburgh has been incorporated and will start operations shortly.

The Valley Packing & Provision Co., Franklin street, Sharon, Pa., is making an important addition to its plant, which it is expected will have a capacity of 20,000 pounds of sausage, besides smoked meats.

The Kearns Packing Co., Mansfield, O., is going to start construction of a new plant to replace the one destroyed by fire recently.

M. H. Goodlett, Cleveland street, Greenville, S. C., has recently sustained a loss by fire to his slaughterhouse.

The Bowle Cotton Oil Co., Bowle, Tex., has been incorporated with a capital of \$150,000.

DOLD SAVES IN FINANCING

The Jacob Dold Packing Company, Buffalo, N. Y., has sold to a group of New York bankers headed by Otis & Co. and Tucker, Anthony & Co., an issue of \$5,000,000 of long term bonds, with part of the proceeds of which it will redeem its present outstanding issue of 7 per cent. notes, sold Nov. 15, 1918. This financing, is along the same lines as that of several other packers and is for the purpose of replacing high interest obligations with long term securities, more consistent with present market money rates.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, October 19, 1922, with comparisons, are reported to The National Provisioner as follows:

	Week ending Oct. 19.	Previous week.	Cor. week, 1921.
Armour & Co.	7,700	11,500	13,200
Anglo-Amer. Provision Co.	4,700	7,300	6,500
Swift & Co.	8,100	10,500	12,000
G. H. Hammond & Co.	4,600	6,400	7,800
Morris & Co.	9,900	14,200	7,800
Wilson & Co.	7,900	11,300	9,500
Bord-Lunham & Co.	4,000	5,200	7,800
Western Pkg. & Prov. Co.	6,900	9,300	5,000
Roberts & Oak.	4,400	4,600	12,500
Miller & Hart.	3,700	3,800	4,500
Independent Packing Co.	3,700	4,800	3,800
Brennan Packing Co.	4,000	5,300	3,900
Wm. Davies Co.	1,400	2,800	5,400
Acar Pkg. Co.	1,900	1,800	.....
Others	7,200	8,000	.....
Total	80,100	96,800	100,300

What Retailers Think

The first congratulations to come to THE NATIONAL PROVISIONER upon its mammoth 220-page Convention Number of last week, reporting the Packers' Convention at Chicago, were from two of the leading retail meat dealers of the United States—both from Milwaukee.

One was from National President Jacob Herman of the United Master Butchers of America, who was a guest and speaker at the convention. He said:

Editor The National Provisioner: Just received THE NATIONAL PROVISIONER this morning, and many fond recollections come to me of the convention of the Institute of American Meat Packers.

Your publication certainly is to be congratulated—getting all these reports in such a short time. I wish that every market-man could read this Number. It certainly would be a benefit to him.

Yours very truly,
JACOB HERMAN,
President.

President Herman may console himself with the thought that hundreds of representative marketmen all over the country already are reading this number—as subscribers to THE NATIONAL PROVISIONER.

The other letter was from former National President Joseph F. Seng, who says:

Editor The National Provisioner: The Convention Issue of October 14 just arrived. My humble knowledge of that kind of work tells me that you certainly did yourself proud in that issue. I am going to adorn my desk with that copy, but I wish you would send me another for a friend of mine.

Yours truly,
JOS. F. SENG.

MORRELL MAN EARNS PROMOTION.

George M. Foster, general superintendent of the Sioux Falls, S. D., plant of John Morrell & Co., has received a well merited promotion to the position of manager of the main plant at Ottumwa, Ia. From the beginning of the plant at Sioux Falls Mr. Foster has been in charge.

In 1914 he became assistant manager and for some time past has been acting as supervisor of the plant operations there and the building construction and also at the main plant at Ottumwa. He goes to Ottumwa now as his work can be more efficiently handled there.

During the 12 years Mr. Foster has been at Sioux Falls the plant has tripled the volume of its business and is now distributing Sioux Falls products from coast to coast and is a well known institution in the northwest.

EDWARD A. VALENTINE DIES.

Edward A. Valentine, vice-president and director of Armour & Co., died October 15, 1922, at the Lake Forest estate of J. Ogden Armour. His death, which was caused by heart disease, followed an illness of several months. He was 54 years of age.

Mr. Valentine entered the employ of Armour & Co. about twenty-five years ago. He rose rapidly in the packing industry and held a number of important positions before being elected to a vice-presidency. Later he was chosen as one of the board of directors of Armour & Co.

He was born at Cleveland September 18, 1868, but came to Chicago with his parents when he was 4 years old. He was educated in the public schools and was graduated at Harvard University. His many friends in the industry will regret his death at a comparatively early age.

PACKER MANAGER DIES IN LONDON.

The body of Monte M. Sax, a department manager of Swift Beef Company, Ltd., London, who died October 2, will be brought to Chicago for burial. Mr. Sax entered the employ of Swift & Company in its Chicago office in 1898 and after serving in various departments was sent to London in 1911 to establish a meat curing department. He remained permanently on the staff of the Swift Beef Company, Ltd., in its London office and is said to have been one of the best known figures on the Smithfield Market.

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Chicago and New York

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Correspondence on all subjects of practical
interest to our readers is cordially invited.

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tances for subscriptions must take account of the
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this requirement will save unnecessary correspond-
ence.

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A Practical Convention

The most significant feature of the sev-
enteenth convention of the Institute of
American Meat Packers was that it was
the greatest meeting for the discussion of
practical packinghouse problems ever held
in the meat industry anywhere. The pres-
ent is a time when this is more necessary
than at any previous time. Every packer
is trying to solve his production and dis-
tribution problems in the interest of great-
er and greater economy of operation. Only
by getting together with other packers
and discussing his problems with them
can he work out the best methods and
profit by the mistakes of others.

In the schools and colleges of this and
other countries the packing industry has
for years been held up as an example of
the last word in economy of operation and
the best use of a labor force. In general
this has been true, and the packing in-
dustry has felt justly proud of its posi-
tion of leadership in this respect. But
the last few years have brought surpris-
ing changes in many things. No industry
can stand still, and there is need for
constant effort to keep at the head of the
procession. So packers have been in-
creasing all the time, wherever possible,
those economies which are keeping the
industry in the lead.

These were some of the thoughts the
program committee probably had in the
back of their minds when they worked
out the comprehensive list of subjects
discussed at the convention of 1923,
which will make for progress in produc-
tion from every angle, cooperation in dis-
tribution, and in general, the problems of
the average packing unit everywhere.

The new head of the Institute, Charles
E. Herrick, is a man who has the inter-
ests of the entire industry at heart. He
has shown that by his battles for its wel-
fare in the past. He has the whole body
of Institute officials and membership solid-
ly behind him in his effort to carry on the
work so soundly established by the In-
stitute's founder.

Packers' Sewage Disposal

One vital subject that was given spe-
cial attention at the recent convention of
the Institute of American Meat Packers
was the matter of packinghouse sewage
disposal. As presented by Myrick D.
Harding, the recognized packinghouse au-
thority on sewage, the wide importance of
the problem and the ways in which at-
tempts were being made to solve it were
given due emphasis and will do much good.

It was pointed out that because of the
great variety in chemical composition,

packinghouse wastes differ from city sew-
age and the trade wastes of other indus-
tries, and for that reason the problem has
not been quite satisfactorily solved.

Dealing with the methods that have
been tried, Mr. Harding took up the sci-
entific surveys that had been made at
Chicago. He also discussed the question
of disposal plants. Few of these are suc-
cessful and of the seven methods of sew-
age disposal at the present time, none are
as yet successful in dealing with pack-
inghouse sewage alone. Some of them,
however, are of great use and bear study.

It was further shown that there are only
one or two methods that will handle trade
waste when mixed with city sewage, and
that in a properly operated abattoir profit
cannot be expected from a sewage disposal
plant.

The line of action urged by Mr. Harding
seems to many to be the right one. The
sewage problem is not one to be treated
separately by an individual concern or by
a single industry, but requires solution on
the basis of a community problem. There-
fore there is a duty to develop all the sci-
entific data possible by the packing and
other industries to find some simple meth-
od of sewage disposal that will benefit the
whole community.

Proper Curing of Hides

Packers who kill beef are as much in-
terested in improving the cure of hides as
any other branch of the industry which
has to do with leather and the products
of leather. For this reason the work now
being done by Professor George D. Mc-
Laughlin and his associates at the Uni-
versity of Cincinnati aroused a great deal
of favorable comment at the recent con-
vention of the Institute of American Meat
Packers at Chicago.

While the work was undertaken for the
ultimate purpose of making tanning a
science, in order to enable the industry to
grow and meet foreign competition, it
was soon found that research ought to
start earlier than the tanning. Therefore
the first study was begun with the hide
curing processes. That part of the work
has been carried out far enough to arrive
at some very interesting conclusions.

Those conclusions as published in de-
tail in **THE NATIONAL PROVISIONER'S**
convention issue have a claim upon the
earnest attention of every packer. Im-
proved cure means a better product for
the hide producer, a better raw material
for the tanner and a more uniform and
controllable tanning process. All these
gains will be impossible if the raw mate-
rial—the hide—is partially spoiled through
inexpert hide take-off or curing.

PRACTICAL POINTS FOR THE TRADE

DRY OR SUMMER SAUSAGE.

The series of articles on formulas and operating methods in the making of dry or summer sausage which has been appearing on this page in recent issues will be continued here next week. Space is given today to some immediate requests for important information.

Cutting Hogs in 24 or 48 Hours

A discussion of methods of chilling and cutting hogs is bound to result in argument. But discussion is what brings out the facts. This is a subject on which experts have varying views and on which packers' experiences have differed.

At the request of a Middle West packer THE NATIONAL PROVISIONER is opening this discussion here with the hope that it will be generally taken up. The inquiry is as follows:

Editor The National Provisioner:

We would like to ask if it would be possible for you to discuss at length the following:

What are the advantages or disadvantages in cutting hogs that have been chilled at least 48 hours, in comparison with cutting warm hogs that have not been chilled at all; in other words, that are cut up inside of 24 hours after they have been slaughtered.

We would like to have some statistics showing the percentages for various cuttings. We would also like to know something about the appearances of the cuts and their selling qualities.

We would also like to know about the curing quality of the various cuts.

Answering the request for information as to the advantages or disadvantages of cutting hogs that have been chilled at least 48 hours and the cutting of hogs that have not been chilled at all; or in other words, cut up inside of twenty-four hours after they have been slaughtered,

a superintendent who has had long experience says:

"We consider it impractical to cut hogs that have not been chilled at all if the inquirer desires to maintain a reputation on fresh pork cuts in regard to standard trim, etc.

"We must admit that the question of the inquirer is somewhat confusing when he mentions cutting hogs that have not been chilled at all, or, in other words, have been cut up within 24 hours after they have been slaughtered. In many sections of the country during the period of high cost of live hogs and the corresponding light kill, many packers have been cutting hogs 24 hours after they have been slaughtered.

"There are two points of advantage in favor of the 24-hour chilled hog. One is that they get a quick turnover on fresh pork cuts, and the second is that it increases production or practically doubles their capacity on killing. However, packers have used great precaution in cutting 24-hour hogs in the proper spreading of the hogs in the chill room, and the further handling of the meat after the hogs have been cut.

How It Is Done.

"First of all, the hogs are run from the killing floor into chill room at a temperature of 28° to 30°, and assuming the regular full capacity kill, when the chill rooms are filled, the temperature will naturally run up around 50° to 55°. Then the temperature of the cooler is lowered as rapidly as possible to 32°. If there is anything wrong with the brine system, and you do not bring temperature down rapidly to 32° in 24 hours, the result is that the hogs will be soft and it will be impossible to produce a satisfactory trim.

"Handled in this manner, the hogs retain a great deal of animal heat on the inside. Therefore you are working along the danger line in the handling of hams and shoulders that are not disposed of fresh, and are to be cured.

"It is customary to give the hams and shoulders additional chill for 24 hours, carefully spreading them in the cooler before going to cure, which involves extra handling and increased labor cost. The meat is more or less mutilated through extra handling with meat hooks. The product is naturally deteriorating every minute until put in cure.

"Further, it is customary to give the meats that are cured, such as hams and shoulders, a little extra pickle in pumping. For instance, hams one stroke extra

in the body and one stroke in the aitch bone. Meats with extra pickle are given much stronger cure and naturally more salty flavor when processed.

"Furthermore, particular attention must be paid to the overhauling and 30-day inspection. Tainted meats discovered by an inspector on 30-day inspection must be removed from the vats and re-pumped and cured in separate vats from then on.

"In regard to product that is sold locally when fresh, prompt handling is required, as meats are not as firm, for the reason that they retain more blood and moisture. In other words, they are sloppy and will slime very quickly when exposed to natural temperatures.

"In regard to comparison in color. The hogs cut on a 24-hour chill are of a dark red color, and their selling qualities are as outlined.

Cutting Hogs in 24 Hours.

"We do not infer that cutting the 24-hour hogs is impractical, for the reason that it has been worked out advantageously by many packers in marketing the product and keeping the retail trade supplied. But packers working on this basis should have the proper facilities for handling. To attempt to kill to full capacity day in and day out, taking into consideration the risk of marketing fresh goods under unfavorable weather conditions and the dangers in curing the meats, you are confronted with two evils, either the danger of large percentage of 'sour' in curing, or the chemical analysis on the product will show excessive salt—and the public in general demand a mild flavor today.

"In regard to the 48-hour chilled hogs. The method of handling is the same as on the warm hogs going into the chill room at a temperature of 28° to 30° F., and when cooler is filled to capacity the temperature oftentimes reaches 50° to 55°. But the temperatures are gradually brought down to 32° within 48 hours after the hogs are slaughtered.

"With regard to general satisfaction of the product, both fresh cuts and cured meats, the 48-hour chilled hogs are preferable in every respect."

(EDITOR'S NOTE—Other opinions on this subject are invited. THE NATIONAL PROVISIONER will be glad to print them for the benefit of all.)

FAT LEFT ON BOILING HAMS.

The following inquiry is from a subscriber in the West:

Editor The National Provisioner:

What are the fat requirements on select boiling hams? How much fat can be left on?

Fat requirements on select boiling hams for New York trade only are as follows: 18 to 20 lb. and 20 to 22 lb. avg., No. 1 S. P. boiling hams, 2 in. fat limit.

For home consumption, or in other words, outside of shipment to New York trade, fat limits are disregarded and in this case No. 1 S. P. boiling hams, regardless of average, will carry as much as 2½ to 3 in. of fat.

The fat limits on select brands for smoking for shipment to New York trade are as follows:

6 to 8 lb., 8 to 10 lb., and 10 to 12 lb. avg., fat limit 1½ in. for No. 1 S. P. fancy brand hams for smoking.

12 to 14 lb. and 14 to 16 lb. avg., fat limit 1¾ in. for No. 1 S. P. fancy brand hams for smoking.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces.
pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Irregular—Near Positions Under Press—Distant Firm—Hogs Irregular—Movement Continues Fair.

The developments in the provision market during the past week have resulted in some rather peculiar changes in values. Nearby positions in lard have shown weakness while the January and deliveries beyond have been relatively strong and have made new high levels. The reason for this appears to be the fact that there have been disposition to market nearby stuff, but owing to the hog situation the forward deliveries have reflected a more confident feeling regarding values.

The movement of product was fairly well reflected in the mid-month statement of stocks which showed the following comparisons:

	Oct. 14, 1922.	Oct. 1, 1922.	Oct. 15, 1921.
Mess pork, bbls., new.	396	.....	988
Mess pork, bbls., old.	343	590	346
Lard, reg., lbs., new.	2,037,880	.....	568,177
Lard, reg., lbs., old.	15,906,796	33,340,363	17,876,194
Other lard, lbs.	2,876,681	3,533,878	5,138,203
Short rib sides, lbs.	477,652	1,311,175	3,849,371
Ex. S. C. S., lbs., new	93,000	.....	.....
Ex. S. C. S., lbs., old.	236,363	451,353	600,474

The decrease in the total stocks of lard compared with the beginning of the month was about 15,000,000 lbs., reducing the quantity to about the same total as was on hand a year ago. The decrease in other products was also somewhat of a factor in the situation, and all these statements had considerable influence after the figures were known and this influence was shown in the action of the forward deliveries.

The movement of hogs at interior points showed a total about the same as the preceding week and in excess of last year. The combined movement of hogs and cattle showed an increase of 87,000 head over a year ago, notwithstanding the traffic conditions, although there was a decrease in the movement of sheep and lambs.

Effect of Recent Receipts.

The effect of the recent receipts and price movement has been quite interesting. The average price of cattle last week at Chicago was practically the same as the average for the past ten years, including the war years. The price of hogs was only \$1.85 under the average for the ten years, including the war years, while the price of lambs was \$3.20 higher than the average for the ten years. These returns are certainly bringing results to the country which must be decidedly satisfactory in view of the return on grain. The comparative figures of the past week's averages and preceding weeks follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week.....	\$ 9.05	\$10.40	\$ 6.10	\$13.55
Previous week.....	8.95	10.60	6.20	13.80
Cor. week, 1921.....	7.90	8.10	4.75	8.85
Cor. week, 1920.....	15.00	14.50	6.10	12.20
Cor. week, 1919.....	14.50	16.85	7.20	14.60
Cor. week, 1918.....	17.65	13.85	9.75	14.60
Cor. week, 1917.....	16.95	11.30	11.90	17.50
Cor. week, 1916.....	9.85	9.85	7.50	10.25
Cor. week, 1915.....	8.00	8.80	6.15	8.60
Cor. week, 1914.....	7.35	8.90	5.35	7.60
Cor. week, 1913.....	7.90	8.55	4.55	7.05
Cor. week, 1912.....	8.60	7.90	4.25	7.00
Cor. week, 1911.....	6.32	6.65	3.50	5.50
Av. 1911 to 1921.....	\$10.90	\$10.45	\$ 6.45	\$10.35

The export movement of hog products has also continued very good in view of the traffic conditions and the foreign financial conditions. Some claims are being made that western packing interests are consigning a great deal of product on the theory that the exchange markets are bound to improve, particularly in countries outside of Central Europe, and that product sold on the basis of the current ex-

change will not only show an ordinary export merchandising profit, but will also show a profit later on the advance in exchange. The actual shipments for the week as reported from the west included about 11,000,000 lbs. of lard and 12,250,000 lbs. of meats. These figures are somewhat less than the previous totals weekly, but show a large average, which if maintained during the year, would mean very heavy distribution of pork products in the European trade.

Foreign Trade Outlook.

The possibilities of the foreign trade in provisions, particularly hog products, are most interestingly reviewed in a special bulletin of the U. S. Bureau of Agricultural Economics and, not only cover the export movement from the United States but the export movement of other countries. The American shipments by calendar years of pork, lard and bacon, are given by countries. The total exports of bacon for the calendar year 1921 were in round numbers 415,000,000 lbs., against 637,000,000 lbs. the preceding year. Of this decrease 145,000,000 lbs. were in the exports to the United Kingdom, and the balance was scattered pretty generally through other countries, Cuba and Canada only showing considerable increases. Of the exports of lard of 869,000,000 lbs. compared with 612,000,000 lbs. the preceding year, the total for Germany showed an increase of 151,000,000 lbs., and the United Kingdom 104,000,000 lbs., with other countries pretty generally showing gains of various amounts.

Rather interesting details are given in this report of the imports and exports of different countries, particularly the United Kingdom showing the amount of hog products of various kinds imported and also the number of native hogs slaughtered. In the year ended May 31, 1921, the British home production of hog products was 672,000,000 lbs. and imports 739,000,000 lbs. This made a total of 1,411,000,000 lbs., or the smallest amount in any recent year. In 1900, the native slaughter was 899,000,000 lbs. and imports 950,000,000 lbs.

Statistics of the hog supply of different countries compared with pre-war averages show very great changes, but as far as Europe is concerned it is rather difficult to determine whether these changes are the result of the change in boundaries, or changes in actual totals.

PORK.—The market continued quiet but very steady, with mess at New York \$29@29.50; family, \$28@29, and short clears, \$22.50@23.50. At Chicago cash pork was quotable at \$25.

LARD.—Trade was fairly steady, and stocks continued to decrease. Export in-

terest was limited, with the outward movement large. At New York prime western was quoted at 11.80@11.90c; Middle Western, 11.65@11.75c; New York City, 11½c nominal; refined to the continent, 12.90c; South American, 13.15c, and Brazil, kegs, 14.15c. Compound at New York advanced to 11½c in carlots, making the competitive basis less favorable. At Chicago regular lard in round lots was quoted at 5c over October, loose lard October price, and leaf lard 11@11½c.

BEEF.—The market was inactive, with mess at New York \$11.50@12.50; packet, \$12@13; family, \$14@15, and extra India mess, \$23@24c.

SEE PAGE 35 FOR LATER MARKETS.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, October 7.

Stocks on hand on September 30, 1922, were as follows:

	Sept. 22.	Aug. 22.
Bacon	6,169	6,699
Hams	8,170	10,169
Shoulders	911	1,614

It will be seen by these that there has been fair progress made with stocks considering the arrivals during the past month, hams being more particularly encouraging after the severe set-back experienced in this product. There has been an effort made to improve the position on hams by an official advancement in price, but this has overstepped the demand, with the result that buyers are again, towards the end of the week, neglecting hams. Also the cheap c. i. f. quotations being received from the United States side are not encouraging holders of stocks of hams here.

Bellies and Cumberlands have been in good request but the improvement has been helped along by orders for the army packers. S. C. backs and long clears are in very short supply and mostly in the hands of wholesalers who are now advancing prices considerably. Shoulders on smaller stocks have advanced slightly in price but the demand is not encouraging. There are fair supplies of shoulders held on the east coast which have been shipped there direct and these are meeting the demand, which, of course, comes from that district. Irish and Danish Wiltshires have suffered considerably this week in price and it is possible that even Irish may have to be cold stored on account of the poor demand. This is brought about by home cured meats being sold considerably under Irish and Danish prices. American Wiltshires have suffered accordingly and prices have eased to around 95 to 100 shillings.

Regarding lard, this article was neglected the greater part of the week but later a speculative demand sprung up and it is hoped that this is a preliminary to a good demand from the country at better prices.

(For later cable advices see page 35.)

NEW YORK LARD EXPORTS.

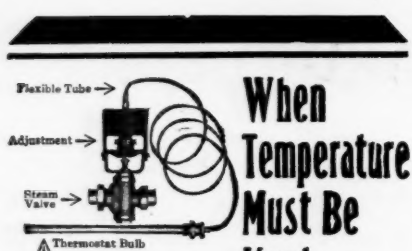
Exports of lard and greases from New York from October 1 to October 17, 1922, according to unofficial reports, were as follows: Lard, 26,432,690 lbs.; tallow, 328,000 lbs.; greases, 2,072,400 lbs., and stearine, 120,400.

Last Year's Hog and Product Markets.

What were hog receipts and prices a year ago? How did pork loins sell? What was the price of S. P. hams?

Can you answer these questions without looking up a lot of statistics?

Send for a copy of THE NATIONAL PROVISIONER'S new chart showing hog and product markets a year ago. Everything at a glance. Free to subscribers.



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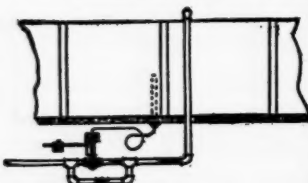
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Typical installation of the No. 11 Regulator in a Hog Scalding Tank. Arrangement may be modified for other conditions.

Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for August, 1922, compared to a year ago, are compiled by the U. S. Bureau of Agricultural Economics as follows:

	August—		January-August—	
	1921.	1922.	1921.	1922.
CATTLE, CALVES, BEEF AND VEAL.				
Inspected slaughter:				
Cattle	680,419	761,125	4,807,174	5,359,332
Calves	303,796	344,968	2,626,022	2,789,280
Average live weight:				
Cattle, lbs.	1,005.15	972.85		
Calves, lbs.	193.75	192.72		
Average dressed weight:				
Cattle, lbs.	548.57	525.82		
Calves, lbs.	108.14	108.90		
Total dressed weight (carcass):				
Beef, lbs.	373,257,451	400,214,748	2,609,046,326	2,943,091,103
Veal, lbs.	32,852,499	37,598,962	241,886,893	248,566,694
Storage:				
Beginning of month—				
Fresh beef, lbs.	66,262,035	27,727,053		
Cured beef, lbs.	17,829,103	19,303,804		
End of month—				
Fresh beef, lbs.	50,204,072	28,171,514		
Cured beef, lbs.	17,129,571	20,053,104		
Exports:				
Fresh beef and veal ¹ , lbs.	299,645	328,428	11,149,870	2,306,978
Cured beef, lbs.	2,750,398	2,621,108	16,111,500	17,782,899
Canned beef, lbs.	914,418	258,066	4,884,713	1,810,567
Oleo oil and stearin ² , lbs.	15,328,568	8,992,840	111,228,380	82,993,618
Tallow, lbs.	1,349,073	2,357,260	7,429,684	23,628,568
Imports:				
Fresh beef and veal, lbs.	3,141,482	2,361,988	19,967,407	16,465,014
Tallow, lbs.			1,014,165	1,342,431
Prices per 100 lbs.:				
Average cost in U. S. of all classes and grades—				
Cattle	\$6.44	\$6.94		
Calves	\$7.09	\$6.02		
Cattle, good steers (Chicago)	\$9.12	\$9.64		
Beef carcasses, good grade (eastern markets)	\$15.85	\$15.97		
Veal calves (Chicago)	\$9.39	\$10.88		
Veal carcasses, good grade (eastern markets)	\$16.99	\$16.54		
Receipts, cattle and calves, at public stockyards	1,866,759	2,148,895	12,228,200	13,631,449
Stock and feeder shipments from public stockyards	355,494	460,040	1,745,088	2,389,169
Estimated number of cattle on farms in U. S.:				
Jan. 1	65,587,000	65,352,000		
Aug. 1	70,145,000	70,423,000		

	August—		January-August—	
	1921.	1922.	1921.	1922.
HOGS, PORK, AND PORK PRODUCTS.				
Inspected slaughter of hogs	2,530,459	2,887,755	26,440,048	27,505,138
Average live weight, lbs.	234.05	241.50		
Average dressed weight, lbs.	178.49	182.11		
Total dressed weight (carcass), lbs.	451,661,627	525,889,063	4,634,476,862	4,823,993,402
Number pounds of lard per 100 lbs. live weight, lbs.	16.24	15.45		
Storage:				
Beginning of month—				
Fresh pork, lbs.	149,434,597	117,903,228		
Cured pork, lbs.	578,134,356	565,547,779		
Lard, lbs.	194,490,400	143,083,622		
End of month—				
Fresh pork, lbs.	103,486,163	84,818,614		
Cured pork, lbs.	520,480,790	535,164,026		
Lard, lbs.	149,885,513	118,272,031		
Exports:				
Fresh pork, ¹ lbs.	3,807,102	2,092,509	47,939,996	11,190,052
Cured pork, lbs.	80,786,025	54,736,293	503,496,685	435,807,976
Canned pork, lbs.	296,881	238,513	703,348	1,870,073
Sausage, lbs.	723,482	954,439	5,999,362	6,667,747
Lard, lbs.	90,026,507	70,600,149	609,645,918	511,723,537
Imports:				
Fresh pork, lbs.	20,410	28,684	379,146	506,759
Prices per 100 lbs.:				
Average cost in U. S. all classes and grades	\$9.55	\$8.85		
Live hogs, medium weight (Chicago)	\$10.07	\$9.50		
Fresh pork loins, 10-14 lbs. (eastern markets)	\$24.18	\$21.51		
Shoulders—				
Skinned (eastern markets)	\$15.28	\$15.18		
Picnics, 6-8 lbs. (eastern markets)	\$14.40	\$14.75		
Butts, Boston style (eastern markets)	\$17.10	\$17.90		
Bacon, breakfast (eastern markets)	\$29.05	\$27.80		
Hams, smoked, 10-12 lbs. (eastern markets)	\$32.22	\$26.05		
Lard, tierces (eastern markets)	\$13.01	\$13.01		
Receipts of hogs at public stockyards	2,656,149	3,036,728	27,614,130	27,897,649
Stock and feeder shipments from public stockyards	22,981	31,277	344,004	408,756
Estimated number of hogs on farms in U. S.:				
Jan. 1	56,097,000	56,996,000		
Aug. 1	68,478,000	69,507,000		

	August—		January-August—	
	1921.	1922.	1921.	1922.
SHEEP, LAMB AND MUTTON.				
Inspected slaughter, sheep and lambs	1,236,992	1,023,787	8,540,072	7,194,604
Average live weight, lbs.	74.54	76.05		
Average dressed weight, lbs.	35.92	36.58		
Total dressed weight (carcass), lbs.	44,432,753	37,429,653	325,088,495	272,339,079
Storage, fresh lambs and mutton:				
Beginning of month, lbs.	6,750,622	3,308,007		
End of month, lbs.	5,902,781	3,370,779		
Exports of fresh lamb and mutton, ¹ lbs.	476,870	169,050	63,417,610	1,390,814
Imports of fresh lamb and mutton, lbs.	617,243	813,921	20,195,937	8,155,001
Prices per 100 lbs.:				
Average cost in U. S. of all classes and grades, sheep and lambs	\$8.14	\$12.37		
Lambs, 84 lbs. down, medium to prime (Chicago)	\$9.14	\$12.38		
Lamb carcasses, good grade (eastern markets)	\$22.09	\$24.99		
Sheep, medium to choice grade (Chicago)	\$4.60	\$6.50		
Mutton, good grade (eastern markets)	\$13.22	\$15.43		
Receipts of sheep at public stockyards	2,500,052	1,951,203	14,775,575	12,946,682
Stock and feeder shipments from public stockyards	404,335	349,591	1,005,986	1,481,632
Estimated number of sheep on farms in U. S. Jan. 1	37,452,000	36,048,000		

¹Including re-exports.
²1922 figure is for oleo stearin only.

SWITZERLAND CUTS U. S. LARD.
American lard in Switzerland is fighting a losing battle according to a report of Consul A. B. Lane, Berne, Switzerland. Two of the largest concerns in Switzerland which manufacture vegetable cooking fats are controlled by French and Dutch capital who, nevertheless, advertise their products as "genuine Swiss." The Swiss are urged by these concerns to "expel the

American lard from our kitchens" in view of the fact that "our watches, needlework, etc., are not bought in America at present." These foreign capitalists, it is said, have also prevailed upon the Swiss grocers' associations to request the American exporters under threat of a boycott to discontinue holding stocks of American lard in Switzerland. The Swiss and the American governments are powerless to act in the controversy.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—A stronger tone in tallow developed this week with sales of New York extra at 7½c, an advance of ¼c, and with a material tightening up of offerings from all quarters. The advance in cotton oil, and elsewhere in the grease situation, naturally had a strengthening influence, and while the volume of sales was not disclosed, a liberal trade was reported put through. In most cases holders were asking prices above buyers' ideas, and for this reason the volume of trade was limited. Sentiment is decidedly better, and it is felt that soap manufacturers will continue to take hold as long as the market shows stability. At Liverpool Australian tallow was very firm, but trade was quiet, and the market unchanged with choice 39s 9d and good mixed 37s 3d. At the London tallow auction 1,515 casks were offered and 1,000 casks sold at prices unchanged to 6d higher. At New York prime city was quoted at 6c nominal, special loose 7c nominal, extra at 7½c sales, and edible 8½c nominal. At Chicago packers' No. 1 was quoted at 6½@6¾c, packers' prime 7¼@7½c, edible 7¾@8c.

OLEO STEARINE.—The market continued on the upgrade with a moderate trade passing, and sales of loose at New York at 10¼c and later at 10½c, the outside figure representing an advance of ½c compared with a week ago and an upturn of 1½c from the season's lows. A scattered demand was in evidence, with offerings light and strongly held. At New York oleo was quoted at 10½c, and at Chicago 9@9¼c, while lard stearine, New York, was 13½c nominal and at Chicago 14@14¼c.

OLEO OIL.—The market was quiet but very steady, with extra at New York 11¼c nominal, medium 10¼c nominal, and lower grades 9½c nominal. At Chicago extra was 10¼@10½c.

SEE PAGE 35 FOR LATER MARKETS.

LARD OIL.—The market was very steady with limited spot supplies, but demand was not broad, owing to the action of pure lard. At New York edible was quoted at \$1.10 per gallon, extra winter 93c, extra at 90c, extra No. 1 86@86½c, No. 1 at 78c, and No. 2 at 76c.

NEATSFOOT OIL.—A firmer market, due to advancing raw materials, was reported, while consumers' inquiry was moderately active. At New York pure was quoted at 97@99c per gallon, extra at 84@85c, No. 1 at 76@77c, and cold pressed \$1.38@1.50.

GREASES.—A firm market continued the past week, although advances were limited, but nevertheless offerings were light, with a persistent export demand for white grease, and with general claims that the output of high grades is well sold ahead. At New York yellow and house were 5½@5¾c nominal, brown at 5¼@6c, and white 8@8½c. At Chicago brown and house were 5½@6c, yellow 6¼@6½c, and choice white at 7¼@7½c.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, October 18, 1922.—Quotations on green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 15c; 10-12 lbs. avg., 15c; 12-14 lbs. avg., 14½c; 14-16 lbs. avg., 14½c; 16-18 lbs. avg., 14½c; 18-20 lbs. avg., 14½c. Sweet pickled, 8-10 lbs. avg., 16½c; 10-12 lbs. avg., 16½c; 12-14 lbs. avg., 16c; 14-16 lbs. avg., 16c; 16-18 lbs. avg., 16c; 18-20 lbs. avg., 16c.

Skinned Hams—14-16 lbs. avg., 16½c; 16-18 lbs. avg., 16½c; 18-20 lbs. avg., 16c; 20-22 lbs. avg., 15½c; 22-24 lbs. avg., 15½c. Sweet pickled, 14-16 lbs. avg., 17½c; 16-18 lbs. avg., 17½c; 18-20 lbs. avg., 17c; 20-22 lbs. avg., 15½c; 22-24 lbs. avg., 15c.

Picnic Hams—4-6 lbs. avg., 12c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 10c; 10-12 lbs. avg., 9½c. Sweet pickled, 4-6 lbs. avg., 12¼c; 6-8 lbs. avg., 11¾c; 8-10 lbs. avg., 10c; 10-12 lbs. avg., 9c.

Clear Bellies—6-8 lbs. avg., 23c; 8-10 lbs. avg., 21c; 10-12 lbs. avg., 19½c; 12-14 lbs. avg., 18½c; 14-16 lbs. avg., 17½c. Sweet pickled, 6-8 lbs. avg., 24c; 8-10 lbs. avg., 23c; 10-12 lbs. avg., 20c; 12-14 lbs. avg., 19½c; 14-16 lbs. avg., 18c.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from E. C. Zaun.)

New York, October 18, 1922.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 29@31c; green hams, 8-10 lbs., 18c; 10-12 lbs., 17½c; 12-14 lbs., 17c; green clear bellies, 8-10 lbs., 20c; 10-12 lbs., 19c; 12-14 lbs., 18c; green rib bellies, 10-12 lbs., 18½c; 12-14 lbs., 18c; sweet pickled clear bellies, 6-8 lbs., 22c; 8-10 lbs., 22c; 10-12 lbs., 20c; 12-14 lbs., 19c; sweet pickled rib bellies, 10-12 lbs., 19½c; 12-14 lbs., 19c; sweet pickled hams, 8-10 lbs., 18c; 10-12 lbs., 18c; 12-14 lbs., 17c; dressed hogs, 16¼c; city steam lard, 11½c; compound, 11@11¼c.

Packinghouse By-Products Markets

Blood.

Chicago, October 18, 1922.

The demand for blood for grinding purposes is considerably better. The market has advanced about 25 cents per unit ammonia. But the demand from fertilizer sources is practically nil.

Ground	Unit ammonia.
Crushed and unground.	\$4.50@4.60
	4.25@4.40

Digester Hog Tankage Materials.

On account of reduced kills and also because many producers contracted ahead some weeks ago, digester hog tankage materials have been unusually scarce. Most of the buyers on the other hand have been out of the market on account of the high prices. Still there has been enough outlet to take care of the spot and near future shipments.

Ground, 11½ to 12% ammonia.	Unit ammonia.
Unground, 10 to 11% ammonia.	\$4.65@4.75
Unground, 7 to 9% ammonia.	4.40@4.60
	4.15@4.30

Fertilizer Tankage Materials.

The demand has been very dull this week. Buyers are not inclined to buy at this time, because their movement will only start for spring delivery. However, it ought to be noted that stocks are exceedingly small for the time of year. On the whole the market was easier in the South and East and this was reflected in Chicago.

High grade, ground, 10-11% ammonia.	Unit ammonia.
Lower grade, ground, 6-9% ammonia.	\$3.85@4.00
High grade, unground.	3.50@3.75
Medium grade, unground.	3.25@3.40
Low grade and country rend., unground.	2.85@3.15
Hoof meal	3.40@3.50
Liquid stick	2.25@2.35
Grinding hoofs, pigs' toes, dry.	88@40

Bone Meals.

For raw bone meal there has been a good demand at current prices if material is of light color. On the other hand dark color is a drug on the market. Steamed bone is plentiful and buyers are scarce with the result that the trend of prices is downward.

Raw bone meal.	Per ton.
Steamed, ground	\$36.00@38.00
Steamed, unground	23.00@25.00
	18.00@20.00

Western prices: Pork loins, 8-10 lbs., 25@27c; 10-12 lbs., 24c; 12-14 lbs., 23c; 14-16 lbs., 22c; skinned shoulders, 17@18c; boneless butts, 25c; Boston butts, 20@22c; lean trimmings, 15@16c; regular trimmings, 12½c; spareribs, 15c; neck ribs, 7@8c; kidneys, 6@7c; livers, 3c; pig tongues, 15½c; pig tails, 13c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, October 18, 1922.—Ground tankage made a considerable advance in price during the past week due to the fact that buyers of feeding tankage came into the market and bought good-sized quantities at \$4.35 and 10c and \$4.50 and 10c f. o. b. New York.

The fertilizer manufacturers are unwilling to pay these prices but they may have to do so later on and pay even higher prices if the demand for feeding tankage keeps up because the stocks on hand are limited.

Ground blood is scarce with some inquiries in the market.

Nitrate of soda has advanced due to the rise of foreign exchange. Very few resale lots are being offered.

The steel mills are still behind on deliveries of sulphate of ammonia. The price remains unchanged with the domestic demand improving.

Cracklings.

Scarcity of offerings and a good demand boosted prices to the highest point of the season thus far. The prices this week are as follows:

Pork, according to grease and quality.	Per ton.
Beef, according to grease and quality.	\$75.00@85.00
	60.00@70.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles are firm, holding at last week's advance. Sinews and pizzels are quoted at \$21 again basis Chicago freight.

Per ton.	
Calf stock	\$28.00@30.00
Edible pig skin strips	80.00@85.00
Rejected manufacturing bones	50.00@57.50
Horn plths, skulls and knuckles	38.00@40.00
Cattle jaws, skulls and knuckles	35.00@37.00
Junk and hotel kitchen bones	24.00@26.00
Hog, calf and sheep bones	28.00@32.00
Sinews, pizzels and hide trimmings	19.00@21.00

Mfg. Bones, Horns and Hoofs.

This market continues steady for the most part, the only change being an advance in white hoofs to \$75@85 per ton.

Per ton.	
No. 1 horns	\$235.00@255.00
No. 2 horns	175.00@225.00
No. 3 horns	100.00@150.00
Culls	35.00@40.00
Hoofs, black and striped	45.00@50.00
Hoofs, white	75.00@85.00
Round shin bones, unassorted, heavies	60.00@65.00
Round shin bones, unassorted, lights	50.00@55.00
Flat shin bones, unassorted, heavies	55.00@60.00
Flat shin bones, unassorted, lights	45.00@50.00
Thigh bones, unassorted, heavies	60.00@65.00
Thigh bones, unassorted, lights	45.00@50.00

Hog Hair.

Demand for hog hair has been good again this week. Winter coil dried has been quoted at 3c f. o. b. production points and 6c for processed, and in general the market is a little stronger than it was last week. Packers are resuming operations since values make it worth while again, but there is not much stock around as yet.

Pig Skin Strips.

The market during the past week has been mostly a nominal one with little trading. It is, however, a bit stronger. No. 1 tanner stock priced this week at 6c per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around 4¼@5c lb.

WINNING OVER THE WOMEN FOR MARGARIN

Good Advertising and Sales Methods Outlined

By Mrs. Helen Downing, Home Economics Department, Armour & Company, Chicago.

(Editor's Note.—One of the most important matters that margarin manufacturers have to consider at the present time is how to overcome the prejudice against their product on the part of the consuming public. In this interesting article, which is published for the first time, and which was originally delivered as an address at the recent convention of the Institute of Margarin Manufacturers in Detroit, Mrs. Downing, who is widely known as a food expert, has outlined some of the methods by which this prejudice can be eliminated.)

From the beginning of time, the most puzzling problem that men have been trying to solve has been how to teach women anything. Adam tried it and had a lot of hard luck. Solomon got away with something, but he must have been several thousand years ahead of his time.

Some progress has been made since that time, but still one of the biggest problems that you men have to solve is teaching women about margarin. You have a generation of prejudice to break down, a prejudice built up by the intensive advertising that has been carried on by influences that feared that margarin would supplant butter. Naturally, that cannot be done in a day, and what you men are most interested in should be what is the most effective way to counteract that prejudice.

To my mind, education is your best weapon, and I speak from the knowledge that comes from constant contact with home economics instructors, housewives, and with writers on food subjects. Naturally, the best way to carry on that educational work is through publicity in all of its various forms.

And now that I have mentioned publicity, I want to impress this thought and drive it home as forcibly as I can. No publicity which is not backed with a sincere idea of helpfulness can succeed. Service for value received is what the buyer of food demands. Helpfulness is one of the most valued forms of service.

Publicity Directed to Women.

During the last four or five years a most extraordinary volume of publicity has been directed to women. Millions and millions of dollars have been spent in that time in an effort to educate them more fully along food and home-making lines. That publicity started with the food administration during the war. It is being carried on today by home demonstration agents of the government, by speakers at women's clubs, by women's magazines, by home economics departments in schools and colleges, and in the women's sections of newspapers. All of those offer wide-open avenues through which educational material can flow into the home.

In the home, woman rules at least so far as food is concerned, and woman has changed. She has progressed. She is not where she was five years ago, or even one year ago. The rest of the world has to rush to keep up with her. She no longer takes what is handed to her; nor does she take much for granted any more.

Women are trying, more and more, to get all of the worth out of life.

If you don't believe it, just look at the coming generation of femininity. Did you ever see anything living any harder, moving any faster, picking and choosing, driving sharp bargains with life and the things of life, than those whom we have come to know as flappers? Those same flappers are going to be the mothers by and by. They are going to be the ones who will say what shall be on their table or in their ice boxes, and they, with the women of today, are the ones you have to reach. Your advertising must be directed to them.

Illustrations in Advertising.

To show you that women interestedly read the advertisements, let me tell you what I found out a short time ago. I sent out about three thousand letters to teachers of home economics in colleges and universities, dietitians in hospitals, hotels and other institutions, and to some housewives. I received a large percentage of answers, and in discussing advertising, which was the subject of the letter, most of the women stressed the necessity for the proper kind of illustrations in advertising, especially in national advertising.

They thought that the direct appeal was made to the women through the illustrations which pictured with sincerity, the dominant features of the product, that made it worth-while in their pantries or on their tables. They look for illustrations that really illustrate. Some of them pointed out that there are some manufacturers whose advertising has not kept pace with the age, and that kind of material is just about as enticing to them, as are the hoopskirts of fifty years ago.

And here is an interesting, though perhaps a shocking bit of information. Other women who answered that letter, spoke about the necessity for the use of good English in advertising. That set us to thinking, and a thorough reading of the advertising contained in the current issues of national magazines, disclosed in one page advertisement, four errors in grammar, many contradictory expressions and much poor rhetoric. And that advertisement was put out by one of the greatest manufacturers of food in the world.

From all of the answers combined, one would form the conclusion that the successful advertisement to women must have first, an impelling central idea by which the attention is directed. That is usually by means of illustrations. Secondly, the advertisement must tell a story that is worth-while reading, and that story must be told in a straightforward, convincing and sincere manner. Quite naturally, an advertisement that contains a mistake in English would lose its caste in a woman's eyes, just as would a diamond with a flaw.

Margarin Needs Advertising.

One reason for the existing prejudice against margarine is the lack of national advertising. Women now look at national advertising as a guarantee of quality and wholesomeness. The advertising they read in their most reliable home magazines preach quality constantly. The magazines themselves guarantee the products advertised in their own pages.

And naturally enough, the woman believing in advertising and in the truthfulness of her favorite magazines, believes in the quality of the goods she sees advertised. And what is more natural than that, she intuitively reasons that those products which are not nationally advertised cannot stand the quality tests imposed by national advertising.

Encourage Visitors at Factory.

There is another method of advertising that impresses me as having a great deal of merit. That is, the encouragement of visitors at factories. The greatest number of women that I ever saw interested in margarin at one time, was just after their club had concluded a trip through a plant where margarin was being made. After the trip, the women were entertained at luncheon, and uncolored margarin was served with the rolls.

All of those women had seen with what scrupulous care the margarin had been made. They were aware, because of their own knowledge of the sanitary conditions and the utter cleanliness which surrounded every step in the manufacture of the product which was then before them. As a result, there was not one among them but seemed to enjoy the margarin thoroughly. I believe that if an effort were made to entertain every woman's organization in a similar manner, a great deal of the antagonism that distributors of margarin find among women today, would be eliminated, and that many new friends and customers would result.

Children Help Margarin.

That idea is carried out in some measure in cooking schools, and at expositions where booths are usually arranged in which manufacturers of margarin advertise and serve their products. In that connection, I want to say something that should be brought to the attention of all demonstrators.

At every exposition there are a large number of children, all of whom greedily seek food samples. I have seen demonstrators "shoo" them away like so many troublesome flies. They thought that the children were bothersome, they did not stop to take into consideration the fact that those children were the future customers, and that in their homes they are the best sort of advertisers.

It is very seldom that one hears a child complain about eating margarin on its bread, it is the grown-ups who growl in response to the feeling of prejudice that has been fostered in them against oleo-margarin by inimical interests.

That work is now very far-reaching. There are agricultural schools, for instance, in the country, that are unquestionably influencing their students to use butter in preference to oleomargarin. I have discussed that with many magazine editors whom I have met, some of whom were connected with the largest agricultural schools in the country.

The anti-margarin interests have so successfully spread their propaganda that, I am told, teachers in some of these agricultural schools tell their pupils that margarin is lacking in the vitamins that are necessary for proper nourishment for children, and that it is unfit as food. Some go so far as to say that they would not even use it in cooking. Naturally, there are many exceptions to that statement.

Must Convince Food Instructors.

Just the other day I was talking to an assistant professor of foods and cookery in Columbia University, and she tells me that her classes use margarin in all cooking where butter might have been used as an alternative. Nowadays so many thousands of girls are studying home economics that in order to keep them interested in the use of margarin, their mothers must be educated to its value as a food, and I must not neglect to say, many home economics instructors must also be given the proper light on the subject. Too many of those teachers have taken the word of the propagandists as the voice of the prophet, and they consciously, or unconsciously, are erecting an almost impassable barrier of prejudice in the path of margarin sales.

In order to spread your educational propaganda most efficiently, one obstacle must be removed, namely, the apathy or

(Continued on page 33.)

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Larger—Market at New Highs—Refiners' Operations Mixed—Crude Tight—South Bullish—Cash Trade Smaller.

A continuation of the tightness in crude cotton oil in the south, with limited offerings at all times led to a much broader speculative trade in futures on the New York Produce Exchange the past week, resulting in new high levels for October for the movement, and new highs for the season for the deferred positions. The advance was rather orderly, and for the first time in the past few weeks, the market was influenced somewhat by outside conditions. Improvement in business in general throughout the country was reflected by the great strength in the securities market, and the better financial situation was followed by a practical boom in all commodities, wheat, corn and oats making some new highs for the season, while cotton also made some new high records.

With considerable talk current of a prosperity boom in commodities, general confidence in values was restored in speculative quarters, and cottonseed oil futures were no exception to the general rule. At the high point October oil was up over two cents a pound from the season's lows, while the deferred months were up around

1½¢ from the lows of the season, excepting May, which was up a cent a pound.

Advance Due to Tight October.

To a great extent the tight position in October was partly responsible for the advance, that position going to a large premium over the deferred months, on short covering, and with a large open interest still remaining in the current position, with the month rapidly passing. The uncertainties entailed in the October delivery, where leading interests were long and intending to take delivery, made for sufficient uncertainty to check selling pressure, which came largely from profit takers and a few locals, although refiners' brokers sold heavily on the extreme bulge about the middle of the week. The many peculiar elements in the cotton oil situation were not materially changed by the advance, excepting that there was a falling off in cash trade.

The south for a time were active buyers through commission houses, but later sold freely for profits, while considerable local buying and support on minor breaks was in evidence, the West selling the distant positions, particularly May. At most times trade was sufficiently mixed to keep the market within a moderate range from day to day, but persistently, night after night, prices closed at new highs. In many conservative quarters sentiment continued very friendly, but as few were anticipating higher than 9¼¢@9½¢ futures, it was

felt that it would be the part of wisdom to reduce long lines on bulges, as it was generally contended that the winding up of the October position would most likely forecast the end of the present bull market, and that the possibilities were largely that the first half of November would witness a downward course.

Advices from the South were numerous, and indicated that there would be little pressure below seven cents in crude oil, and this was borne out somewhat by the limited offerings at and around 7½¢ for prompt shipment. For a time December shipment Texas was quoted at 7¼¢ sales, with Valley crude at 7¾¢ asked for November-December shipment, but the offerings dried up on the advancing tendency in futures, and Southeast immediate was 7½¢ bid, Valley 7¾¢ asked, and Texas 7¾¢ sales, a new high for the season. At the same time refiners reported sales of Texas January-February-March crude at eight cents.

Small Crude and Future Spread.

Notwithstanding the technical position of the future market, it is difficult to explain the narrow difference between crude and futures, and with seed holding strongly at \$38@40, with occasional reports of sales as high as \$45 per ton in spots, it was also difficult to see where the mill got off, selling crude oil at the running levels.

The leading long in October oil is said to be heavily short of the rest of the mar-

ASPEGREN & CO., INC.

Produce Exchange Building
NEW YORK CITY
DISTRIBUTORS



AGENTS
IN
PRINCIPAL EASTERN CITIES



SELLING AGENTS FOR

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.
The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.
The International Vegetable Oil Co., Savannah, Ga.

IMPORTED ENGLISH FULLERS EARTH

HIGHEST STANDARD QUALITY

DIRECT IMPORT STOCKS CARRIED AT SEATTLE, NEW YORK AND CHICAGO

Samples and Particulars on Request to Either Office

Industrial Chemical Co., 200 Fifth Ave., New York City

Western Representative: EDGAR R. ADLER, Union Stock Yards, Chicago

Pacific Northwest Representative: W. J. LAKE & CO. Inc., Central Bldg., Seattle, Wash.

ket, and according to reports, will deliver all the oil taken in on October contracts on November contracts, when next month rolls around. The open interest in November is very large, and a careful canvass found a general report where it was difficult to see how November deliveries could help but land in speculators' hands, who would not want the oil, and possibly upset the entire market. At the same time it does not appear logical to take in October oil at a large premium over November, and deliver it on November contracts, but nevertheless, such is the claim, and if true, it will have a very important bearing on future developments.

There has been a general stiffening elsewhere in the grease list, with extra tallow at New York selling at 7½c, an advance of ¼c, oleo stearine 10½c, an advance of ½c from last week and 1½c from the season's lows, while compound was up to 11½c in carlots New York, and again within striking distance of pure lard, with prime western New York quoted at 11.80 @11.90c, middle western 11½c, and New York city lard 11½c.

Bearish Oil If Lard Low.

If lard is again to go under compound, a very bearish oil situation would develop, as the compound trade would again be lost to a large extent, all due to the fact that the lard market has, right along, ignored the situation in everything else, and has declined steadily in face of decreasing stocks, the Chicago supply decreasing over 16,000,000 lbs., the first two weeks of October, to a total of less than 21,000,000 lbs.

Toward the middle of the week lard improved slightly, and there was considerable evening up in oil futures, to await the Government report due on Thursday,

which was expected to show a September consumption of 200,000 to 250,000 bbls., small seed receipts for the period and a nominal change in the visible stocks.

COTTONSEED OIL—Market transactions:

Thursday, October 12, 1922.

Holiday—No market.

Friday, October 13, 1922.

	Sales	Range	High	Low	Bid	Closing	Asked
Spot							
Oct.	800	935	920	930	a	935	
Nov.	2600	865	843	861	a	864	
Dec.	2700	865	838	857	a	859	
Jan.	4000	861	843	856	a	858	
Feb.						859	a 862
Mch.	5300	885	859	877	a	878	
Apr.						885	a 890
May	2500	900	882	894	a	895	

Total sales, including switches, 18,100
Prime Crude, S. E. 725-750.

Saturday, October 14, 1922.

	Sales	Range	High	Low	Bid	Closing	Asked
Spot							
Oct.	700	960	950	954	a	975	
Nov.	3100	889	875	881	a	883	
Dec.	2600	886	870	874	a	876	
Jan.	8500	885	872	874	a	876	
Feb.						877	a 880
Mch.	5700	900	887	885	a	888	
Apr.						895	a 897
May	700	910	904	903	a	905	

Total sales, including switches, 21,300
Prime Crude, S. E. 750 bid.

Monday, October 16, 1922.

	Sales	Range	High	Low	Bid	Closing	Asked
Spot							
Oct.	2500	965	950	957	a	960	
Nov.	4300	890	864	867	a	869	
Dec.	3400	878	860	866	a	868	
Jan.	2900	877	861	866	a	869	
Feb.						867	a 873
Mch.	3900	890	876	880	a	882	
Apr.	600	895	888	885	a	898	
May	2300	902	892	895	a	900	

Total sales, including switches, 19,900
Prime Crude, S. E. 750 bid.

Tuesday, October 17, 1922.

	Sales	Range	High	Low	Bid	Closing	Asked
Spot							
Oct.	4600	968	960	965	a	975	
Nov.	4600	886	872	885	a	887	
Dec.	6600	884	867	883	a	885	
Jan.	3700	884	869	883	a	885	
Feb.	100	881	881	884	a	888	
Mch.	8400	899	881	898	a	899	
Apr.						900	a 910
May	3700	914	899	913	a	914	

Total sales, including switches, 31,900
Prime Crude, S. E. unquoted.

Wednesday, October 18, 1922.

	Sales	Range	High	Low	Bid	Closing	Asked
Spot							
Oct.	1100	975	960	940	a	960	
Nov.	7300	907	895	896	a	898	
Dec.	9000	897	885	886	a	888	
Jan.	8500	900	889	889	a	890	
Feb.	200	892	890	890	a	891	
Mch.	13700	914	900	901	a	902	
Apr.	200	915	915	905	a	910	
May	8200	923	915	915	a	916	

Total sales, including switches, 48,600
Prime Crude, S. E. 750 bid.

Thursday, October 19, 1922.

For October closed 80 points lower and later months 10 to 20 points net lower. Sales, 50,000 bbls.; tenders, 700 bbls. Prime crude, 7.50c nominal; prime summer yellow, spot nominal; October, 8.60c; December, 8.72c; March, 8.89c, all bid.

SEE PAGE 35 FOR LATER MARKETS.

COCOANUT OIL—While trading was inactive the past week, the undertone continued very steady, while the copra situation was firm. A good inquiry was in evidence, but buyers' ideas were below the asking prices. At New York Ceylon type in barrels was 8¼@8½c; tanks, coast, 7@7¼c; Cochin, barrels, New York, 8¾@9¼c; tanks, 8¾@8½c; edible, barrels, New York, 9¾@10¼c. Copra was quoted at 4¾@4¼c, c. i. f. New York.

SOYA BEAN OIL—A demand for soya bean oil from paint interests developed, owing to the strength in linseed oil, and some sales were reported, basis 9c, duty paid, sellers' tanks, immediate shipment New York. The Oriental market was reported firm. At New York crude in barrels was 10@10¼c; blown, 11@11¼c; Pacific Coast, tanks, 8¾@9c; deodorized, barrels, New York, 11½@12c.

PEANUT OIL—With little oil available and the new crop not moving as yet, the market is quiet, and firm, owing to the cotton oil strength. Crude peanut in barrels, New York, 10¾@11¼c; tanks, f. o. b. mills, 8¾@9c; refined, barrels, New York, 12¼@13c; Oriental, nominal.

CORN OIL—A firm market was witnessed, with offerings limited, and sales of crude reported at 7¼c f. o. b. western production points. At New York crude in barrels was quoted at 8¾@9c; tanks, f. o. b. Chicago, 7¼@7¾c; refined, in barrels, New York, 10½@11c; cases, 11.88c.

PALM OIL—The market is reported strong all around, with foreign offerings light, and spot supplies well held. The upturn in tallow has resulted in inquiries for palm oils from soap interests. At New York Lagos spot 7c; shipments, 6¾@7c; Niger, 6¼c.

PALM KERNEL OIL—The market was dull and steady with imported at New York quoted at 8@8¼c.

COTTONSEED OIL—Demand less active; P. S. Y. spot barrels, 10¼@10½c; winter oil, 11¼@11½c; cooking oil, 10¼@10½c New York; Southeast crude, 7¾c bid; Valley, 7¾c asked; Texas, 7¾c sales; bleachable, tanks, f. o. b. mills, 7¾c.

Cottonseed oil at Hull, England, refined, 38 shillings; Egyptian crude, 34s.

J. G. Gash & Co., Inc.

25 Beaver Street
NEW YORK

Cable address: Joegash

**Fats, Oils, Greases
Cotton Seed Products**

Cotton Oil Options on the New
York Produce Exchange

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Jersey Butter Oil
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil
White Clover Cooking Oil
Marigold Cooking Oil
Sterling, Prime Summer Yellow

Refineries: IVORYDALE, O.
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

COTTONSEED OILS	MILL PRODUCTS	EXPORTERS
Union Pure Salad Oil Union Choice Butter Oil Supreme White Butter Oil I. X. L. Cooking Oil A.C.O.Co.Choice Summer White Sun Prime Summer Yellow	Cotton Linters Cottonseed Cake Cottonseed Meal Fulling and Scouring Soap	
OTHER OILS	MANUFACTURERS	WILCOX LARD
Refined deodorized Coconut Peanut Corn		Fairbank's SHORTENINGS Boar's Head Cottolene Snowwhite Fairco
REFINERS	SOAPS	Toilet and Laundry Gold Dust Washing Powder
65 Broadway, New York	Cable Address "AMCOTOIL"	

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 19, 1922.—Prime crude cottonseed oil was barely steady at 7½¢ bid, 7¾¢ asked, with declines expected. Meal: 7%, \$39; 8%, \$42. Hulls: Loose, \$11; sacked, \$13.50, all f. o. b. interior points.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 19, 1922.—Crude cottonseed oil sold rather freely this week at 7½ and 7¾ cents. Mills are now asking 8 cents. Forty-three per cent protein meal sold at \$45.00 and loose hulls at \$10.50.

WINNING WOMEN FOR MARGARIN.

(Continued on page 30.)

ers, dairy commissioners, etc. They must lukewarmness of State food commission be prevailed upon either through educational methods, or through good fellowship methods, not to stand in the way of the development of the margarin business, but to get behind it and help in its growth.

I have not intended to refer to all commissioners as hostile, but merely to the state of apathy which exists. Only in rare and isolated cases are the commissioners in my experience hostile. One case I have in mind where a food commissioner of a large State absolutely refused to a leading manufacturer the privilege of even distributing his literature.

On the other hand, a dairy commissioner of a State just as great, pronounced himself as very favorable to margarin, and the extension of its business through legitimate merchandising, but declared that he could not, because of his position and its naturally imposed restrictions aid in any way.

Direct by Mail Advertising.

There is another form of advertising that should not be overlooked, because it is the one that takes you right smack into the home. It is your personal representative, your silent salesman, by that I mean your direct by mail advertising. Every letter that you send into the home should have tone to it. If it doesn't, it is lost. Why do theatrical producers provide lighting and music and scenery for their productions, except to make the play more attractive to the public. Surely they wouldn't spend the money that is invested in the orchestras and expensive scenery if they were not quite sure that it was a profitable investment.

For the same reason, you find the massive architecture of the bank building, which spells security to the timid depositor, the mahogany furniture, the thick, rich rugs, the absence of noise and confusion in the office of the railroad president to indicate the presence of power, success and untold resources. It is all an effort to produce tone.

Gorman-Brown Engineering Corporation

Specializing in the erection and equipment of

Packing Houses**Vegetable Oil Refineries****Preserved Food Plants**

Executive Office

Suite 901, Barrett Building, 40 Rector Street

New York City
 Cable Address:
 "Ernorbrown," New York

 Telephone:
 Bowling Green 0584

Exclusive Engineers, Architects and Builders of the Chain of Packing Houses and diversified staple Food Manufacturing Plants being established by the Confederated Home Abattoirs Corporation.

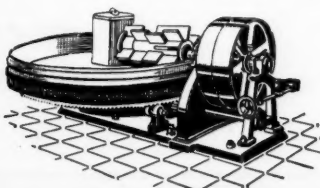
Like the stage setting, like the bank architecture, paper does create an atmosphere, it does express tone, it is the background for the printed word. Unfortunately, that is a detail that a great many advertisers overlook.

Make Letters Attractive.

If you send a letter to a housewife on attractive note paper you send with it an appeal that cannot be eluded. Send a message on an unattractive letter-head with a grocer's name stamped or printed on it in large letters, and the body of the letter multigraphed, it will be thrown into the waste basket, nine times out of ten. Make your letters simple so that they can be easily understood. Put some individuality into it. Make the letters breezy and snappy, and, above all, make

them sound and appear genuine. Put a little of yourself into your letters and you will get the business.

And speaking of business, I have heard it suggested since coming here, that business is not exactly as good as might be wished. Someone has even intimated that times are hard. Maybe they are, I don't know. But I do know this. Hard times is an idiom that expresses a mental state more than anything else. Hard advertising along proper lines, with hard thinking and a little hard work, are bound to make business better. Those influences are bound to stir and to stimulate business. Business is like a wheelbarrow. It stands absolutely still until somebody gets behind it and pushes it along. Hard work and hard times don't go together. One will certainly crowd the other out.



Grasso's New Paddle Worker
for Nut Margarine

GRASSO'S**"Original Holland" Margarine Machinery**

Sold in America only by the

A. H. BARBER CREAMERY SUPPLY CO.

316 W. Austin Ave. CHICAGO, ILL.

THE CASING HOUSE

A carefully selected casing will give your sausage products the appearance required to help the successful sale.

BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK
LONDON

CHICAGO
WELLINGTON, N. Z.

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions were persistently weak on October liquidation, with moderate deliveries, limited cash trade, liberal hog receipts and weakness abroad. Commission houses supported distant lard months. Hogs are about steady. Stocks of provisions are decreasing everywhere.

Cottonseed Oil.

Cottonseed oil trade was the largest in a year and a half and refineries are operating heavily on both sides. The market was easier toward the week end under heavy realizing. Western and Southern is selling at a drop of a cent a pound in October, and there are rumors of a private settlement in October position. The crude oil situation showed little change at 7½ cents for the southeast and valley and 7½ cents for immediate Texas. Government report is bullishly construed. September cottonseed oil consumption was 235,000 barrels; stocks of refined cottonseed oil on October 1, 1922, throughout the country were only 132,000, but visible for all positions was 535,000 against 609,000 for the same time last year. Cottonseed receipts, which were 772,000 tons, are surprisingly large.

Quotations on cottonseed oil at Friday noon were: October, \$8.75@9.10; December, \$8.65@8.68; January, \$8.71@8.73; March, \$8.84@8.85; May, \$8.98@8.99.

Tallow.

Special loose, 7½c.

Oleo Stearine.

Sales, 10½c; extra oleo oil, 11c.

FRIDAY'S GENERAL MARKETS.

New York, October 20, 1922.—Spot lard at New York, prime western, \$11.75@11.85; Middle West, \$11.65@11.75; city steam, \$11.50; refined continent, \$12.90; South American, \$13.15; Brazil, kegs, \$14.15; compound, car lots, \$11.25@11.50.

Liverpool Provision Markets.

Liverpool, October 20, 1922.—(By Cable.)—Quotations today: Shoulders, square, 86s (\$19.90); shoulders, picnics, 72s (\$15.91); hams, long cut, 98s (\$20.58); hams, American cut, 103s (\$22.76); bacon, Cumberland cut, 104s (\$23.19); bacon, short backs, 99s (\$21.88); bacon, Wiltshire, 90s (\$20.07); bellies, clear, 97s (\$21.44); Australian tallow, 37s 5d (\$8.27@8.62); spot lard, 68s 5d (\$17.06).

Hull, England, October 20, 1922.—(By Cable.)—Refined cottonseed oil, 38s 5d (\$8.47); crude cottonseed oil, 35s (\$7.80).

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 20, 1922, show exports from that country were as follows: To England, 10,941 quarters; to the Continent, 39,832 quarters; to other ports, none. Exports for the previous week were as follows: To England, 126,885 quarters; to the Continent, 3,192 quarters; to other parts, none.

GOVERNMENT COTTONSEED CENSUS.

Cottonseed, crushed, received and held at mills for the two months period, August 1 to September 30, 1922, according to the government report being issued today, are as follows:

Cottonseed received, tons.....771,722
Cottonseed crushed, tons.....381,097
Cottonseed held at mills on September 30 last, tons.....403,223
Linters produced August 1 to September 30, 500 lb. bales.....56,957

NEW YORK COTTON OIL EXPORTS.

Exports of cottonseed oil from New York from October 1 to October 17, 1922, according to unofficial reports, were 1,868 barrels.

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending October 14, 1922, with comparisons as follows:

	Week ending Oct. 14, 1922.	Week ending Oct. 7, 1922.
Western dressed meats:		
Steers, carcasses	7,876	8,008
Cows, carcasses	653	627
Bulls, carcasses	258	223
Veal, carcasses	11,981	13,668
Lamb, carcasses	20,337	21,403
Mutton, carcasses	5,810	6,486
Beef cuts, lbs.	62,749	66,887
Pork cuts, lbs.	793,396	716,489
Local slaughter, Federal inspection:		
Cattle	9,096	7,480
Calves	11,881	11,524
Hogs	47,477	49,685
Sheep	41,008	41,024

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending October 14, 1922, with comparisons:

	Week ending Oct. 14, 1922.	Week ending Oct. 7, 1922.
Western dressed meats:		
Steers, carcasses	3,250	3,591
Cows, carcasses	2,438	1,536
Bulls, carcasses	47	92
Veal, carcasses	941	1,000
Lamb, carcasses	13,929	13,443
Mutton, carcasses	486	517
Pork, lbs.	256,337	474,491
Local slaughter:		
Cattle, carcasses	1,669	1,587
Calves, carcasses	2,458	2,795
Hogs, carcasses	7,136	9,639
Sheep, carcasses	5,527	5,534

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending October 14, 1922, with comparisons:

	Week ending Oct. 14, 1922.	Week ending Oct. 7, 1922.
Western dressed meats:		
Steers, carcasses	3,157	2,873
Cows, carcasses	284	610
Bulls, carcasses	16	111
Veal, carcasses	1,339	1,339
Lamb, carcasses	9,914	8,195
Mutton, carcasses	1,569	1,896
Pork, lbs.	327,636	371,643
Local slaughters:		
Cattle	2,258	2,309
Calves	1,635	1,818
Hogs	5,227	6,781
Sheep	19,586	22,657

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Oct. 14, 1922, with comparisons:

	Week ended Oct. 14, 1922.	Week ended Oct. 15, 1921.	From Nov. 1, 1921, to Oct. 14, 1922.
United Kingdom.....	1,095	185	5,955
Continent.....	1,095	185	18,924
So. and Cent. Amer.....	1,095	185	1,427
West Indies.....	1,095	185	10,068
B. N. A. Colonies.....	1,095	185	720
Other countries.....	1,095	185	1,590
Total.....	1,095	185	39,284
BACON AND HAMS, LBS.			
United Kingdom.....	7,378,500	7,030,000	378,607,100
Continent.....	2,626,000	3,592,500	117,309,200
So. and Cent. Amer.....	1,095	185	1,238,471
West Indies.....	1,095	185	9,630,397
B. N. A. Colonies.....	1,095	185	191,500
Other countries.....	1,095	185	1,311,903
Total.....	10,079,500	10,677,500	508,278,571
LARD, LBS.			
United Kingdom.....	1,777,200	5,711,574	240,600,075
Continent.....	8,299,430	6,629,890	318,588,538
So. and Cent. Amer.....	1,095	185	2,157,070
West Indies.....	1,095	185	16,264,099
B. N. A. Colonies.....	1,095	185	174,000
Other countries.....	1,095	185	908,080
Total.....	10,076,630	12,425,464	578,689,842

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
From—			
New York.....	1,095	4,815,500	8,313,630
Boston.....	1,095	1,110,000	1,110,000
Philadelphia.....	1,095	27,000	38,000
Montreal.....	1,095	5,237,000	615,000
Total, week.....	1,095	10,079,500	10,076,630
Previous week.....	474	8,883,500	13,933,792
Two weeks ago.....	840	12,582,100	19,690,433
Cor. week, 1921.....	185	10,677,500	12,425,464
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to Oct. 14, 1922:			
1921 to 1922, 1920 to 1921, Decrease.			
Pork.....	7,550,800	9,129,000	1,578,200
Bacon and hams.....	508,278,571	591,067,287	82,788,716
Lard.....	578,689,842	822,741,850	244,052,007

RECEIPTS AT CENTERS.

SATURDAY, OCTOBER 14, 1922.

	Cattle.	Hogs.	Sheep.
Chicago.....	1,500	8,000	4,000
Kansas City.....	2,000	2,500	1,000
Omaha.....	1,000	4,000	1,000
St. Louis.....	2,000	2,000	1,000
St. Joseph.....	600	3,000	500
Sioux City.....	1,000	2,500	500
St. Paul.....	2,200	1,500	800
Oklahoma City.....	400	300	.....
Fort Worth.....	1,000	500	.....
Milwaukee.....	2,000	800	.....
Denver.....	2,000	200	22,000
Louisville.....	200	800	.....
Wichita.....	500	1,000	300
Indianapolis.....	500	5,000	200
Pittsburgh.....	100	6,000	300
Cincinnati.....	200	2,500	100
Buffalo.....	200	3,000	1,200
Cleveland.....	400	2,000	800
Nashville, Tenn.....	100	700	.....
Toronto.....	200	200	.....

MONDAY, OCTOBER 16, 1922.

	Cattle.	Hogs.	Sheep.
Chicago.....	28,000	35,000	27,000
Kansas City.....	31,000	12,000	10,000
Omaha.....	18,000	4,000	20,000
St. Louis.....	11,000	9,000	1,500
St. Joseph.....	6,000	5,000	3,500
Sioux City.....	8,000	2,500	1,500
St. Paul.....	18,000	1,500	7,500
Oklahoma City.....	1,600	1,000	.....
Fort Worth.....	3,500	1,500	1,000
Milwaukee.....	300	1,000	200
Denver.....	8,300	600	30,000
Louisville.....	3,000	1,000	.....
Wichita.....	3,000	1,000	.....
Indianapolis.....	1,200	6,000	400
Pittsburgh.....	1,200	5,000	3,000
Cincinnati.....	4,500	5,300	800
Buffalo.....	3,200	17,000	11,000
Cleveland.....	1,700	5,000	3,000
Nashville, Tenn.....	1,500	1,500	.....
Toronto.....	3,000	1,600	2,600

TUESDAY, OCTOBER 17, 1922.

	Cattle.	Hogs.	Sheep.
Chicago.....	11,000	25,000	18,000
Kansas City.....	16,000	12,000	6,000
Omaha.....	11,000	3,500	20,000
St. Louis.....	8,000	12,500	2,500
St. Joseph.....	3,500	6,000	7,000
Sioux City.....	1,500	3,500	1,500
St. Paul.....	4,000	11,500	3,000
Oklahoma City.....	1,200	700	.....
Fort Worth.....	2,000	1,200	800
Milwaukee.....	600	3,000	300
Denver.....	1,500	1,200	12,000
Louisville.....	600	1,000	.....
Wichita.....	700	600	.....
Indianapolis.....	11,000	11,000	400
Pittsburgh.....	100	2,500	500
Cincinnati.....	500	3,200	400
Buffalo.....	200	2,500	1,400
Cleveland.....	900	3,000	1,000
Nashville, Tenn.....	300	1,500	.....
Toronto.....	400	1,600	200

WEDNESDAY, OCTOBER 18, 1922.

	Cattle.	Hogs.	Sheep.
Chicago.....	16,000	16,000	17,000
Kansas City.....	15,000	6,000	6,000
Omaha.....	10,000	4,500	18,000
St. Louis.....	7,500	14,000	2,000
St. Joseph.....	3,500	3,500	2,000
Sioux City.....	3,000	4,000	1,000
St. Paul.....	4,000	10,000	2,000
Oklahoma City.....	600	1,000	.....
Fort Worth.....	2,500	1,000	500
Milwaukee.....	400	1,500	.....
Denver.....	2,000	600	9,000
Louisville.....	1,200	1,500	.....
Wichita.....	500	600	9,000
Indianapolis.....	1,500	11,000	600
Pittsburgh.....	100	1,500	300
Cincinnati.....	900	6,700	800
Buffalo.....	100	2,000	800
Cleveland.....	400	3,500	1,500
Nashville, Tenn.....	1,000	1,800	.....
Toronto.....	600	1,300	1,300

THURSDAY, OCTOBER 19, 1922.

	Cattle.	Hogs.	Sheep.
Chicago.....	12,000	27,000	26,000
Kansas City.....	11,000	6,000	8,000
Omaha.....	6,000	4,500	20,000
St. Louis.....	3,500	10,000	2,000
St. Joseph.....	2,000	4,500	2,000
Sioux City.....	1,000	2,000	200
St. Paul.....	4,800	9,800	5,000
Oklahoma City.....	600	1,200	.....
Fort Worth.....	3,000	1,000	3,500
Milwaukee.....	700	3,000	300
Denver.....	2,000	1,200	18,000
Indianapolis.....	1,000	9,000	400
Pittsburgh.....	100	5,000	300
Cincinnati.....	1,500	6,100	800
Buffalo.....	100	1,200	600

FRIDAY, OCTOBER 20, 1922.

	Cattle.	Hogs.	Sheep.
Chicago.....	14,000	18,000	15,000
Kansas City.....	7,000	6,000	3,000
Omaha.....	1,700	3,000	7,500
St. Louis.....	1,800	10,000	1,000
St. Joseph.....	2,000	2,500	3,000
Sioux City.....	1,200	3,000	1,200
St. Paul.....	2,500	7,500	1,000
Oklahoma City.....	1,100	1,000	.....
Fort Worth.....	2,000	2,000	300
Milwaukee.....	300	500	200
Denver.....	4,100	300	28,000
Indianapolis.....	1,000	9,000	300
Pittsburgh.....	1,200	1,200	300
Cincinnati.....	200	4,800	400

NEW YORK LIVESTOCK.

Following are the receipts for the week ending Saturday, October 14, 1922:

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City.....	4,458	8,707	30,066	8,440
New York.....	1,105	2,056	2,784	19,900
Central Union.....	2,900	554	8,481	392
Total for week.....	8,463	11,317	36,971	28,732
Previous week.....	10,538	15,032	53,315	36,113
Two weeks ago.....	9,934	11,772	51,824	29,270

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Local and Long Distance Phones:
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References:
National Stock Yards, National Bank,
and our customers

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Live Stock
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All kinds of Live Stock
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REFERENCES:
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*Oldest Hog Buying Firm
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Order Buyers
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Cattle Calves
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Henry Knight & Son

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Bourbon Stock Yards, Louisville, Ky.

P. C. KENNETT & SON
Union Stock Yards, Nashville, Tenn.

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Union Stock Yards, Montgomery, Ala.

KENNETT, COLINA & CO.
Union Stock Yards, Cincinnati, Ohio

KENNETT, SPARKS & CO.
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KENNETT, MURRAY & DARNELL
Union Stock Yards, Indianapolis, Ind.

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Union Stock Yards, Lafayette, Ind.

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M. C. Stock Yards, Detroit, Mich.

JOHN HARVEY & CO.

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Cattle Exclusively

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References:
Live Stock National Bank Omaha
" " " " Sioux City
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OMAHA
THE CORN BELT MARKET

A continually increasing number of Eastern slaughterers are securing their supplies of cattle, hogs and sheep on the Omaha market. There must be a reason. Quality tells. Try Omaha with your next order.

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South Omaha, Neb.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, October 19.

All species of livestock advanced in price during the week ending October 19. Highly finished corn-crib crossed native beef steers were eagerly sought, especially by shippers and reached \$13.50, the highest price paid locally in nearly two years. Matured native beef steers reached \$13.10 a week ago. Highly finished long yearlings this week registered \$13.25, a new high top for the year on youngsters.

The price spread in hogs continued to show contraction in spite of advances on all classes as packing sows gained 15 to 25c, while lights and butchers accumulated 5 to 10c upturns. Choice western range lambs sold upward to \$14.60 to killers, best corn belters topping at \$14.50, the upturn in fat native lambs was largely 75c, while westerns gained 50c.

Broad demand by finishers for feeder lambs and stocker and feeder cattle continued. Feeder lambs averaging 57 to 62 lbs. went to the country upward to \$14.50 and at that price were within striking distance of the year's high time scored two weeks ago. The supply of light stock steers of desirable breeding was inadequate for the demand. Approximately 42 per cent more stocker and feeder cattle have gone back to the country from nine large markets during the first nine months of the year. Urgency by finishers for stock and feeder steers this week proved a staunch support for lower grade beef steers.

Highly finished long fed native beef steers were comparatively scarce, while short feds and "warmed up" kinds were rather abundant. As prices advanced, sales of good and choice kinds were rather numerous at \$13.00 to \$13.25, but much more plentiful at \$12.00 and below, majority of the native beef steers turning largely at \$9.75 to \$12.00 on closing sessions. Most lots embraced in this price spread were short feds, some having been on a corn diet less than 90 days. Top notch steers at \$13.50 were Indiana fed mixed breeds averaging 1,382 lbs. They sold to an Eastern shipper. Outside demand was unusually active, centering, for the most part, on the better grades of native beef steers and yearlings. Top yearlings at \$13.25 averaged 1,114 lbs. Sales of youngsters, many of them mixed steers and heifers, were numerous at \$10.50 to \$11.75, several loads of short-fed yearlings selling at \$8.50 to \$9.75.

Beef heifers met active competition and all grades advanced unevenly 50c to \$1.00. Choice heavy Kosher heifers sold upward to \$9.00 and above, and desirable light heifers sold in line with yearling steers of comparable finish and quality, a few head reaching \$12.00. A few prime Kosher cows reached \$9.00, but bulk of fat cows sold at \$4.25 to \$6.00, these being the kinds most numerous. Cannermen held steady, selling mostly around \$3.00. Bulk of desirable bologna bulls around \$4.25, with a few heavies upward to \$4.50, closed strong to 15c higher.

Veal calf prices forged sharply forward, selling today largely on a \$11.50 to \$11.75 price basis as to choice vealers to packers, outsiders paying upward to \$12.25 and above. Strong weight and heavy calves were scarce and active at the full advance.

The volume of spring crop hogs was not as large as many in the trade expected. Heavy weight butchers became scarcer, and these with packing sows now constitute the minority of porcine offerings. Medium and heavy butchers naturally continued to reflect the best finish, and usually demanded price premiums over lights and light butchers. Bulk of the 170 to 200-lb. averages sold today at \$9.40 to \$9.55, while

good to choice 200 to 300-lb. butchers turned at \$9.60 to \$9.70. Today bulk of the packing sows made \$7.90 to \$8.50, and desirable pigs around \$9.25.

A factor in the unexpected price advance in light hogs this week was probably increased shipping demand which was the largest in several weeks, nearly 22,000 hogs going into that channel in four days as compared with 12,500 for similar period a week ago. Receipts locally and in the aggregate elsewhere smaller for the week, a rather unusual condition in view of the large quota of spring crop hogs on feed. Stocks of frozen and cured pork during September were shaved sharply and lard stocks during that period were reduced approximately 44,000,000 lbs.

Trade in fat lambs was healthy. While shippers were inactive, local killers carried urgent orders. The supply of westerns was moderately liberal and ran to kinds suitable for slaughter, although the supply of kinds suitable for further development were rather numerous in today's contingent from the range. Fed western lambs started to run more liberally and best feed lot offerings reached \$14.50. Fed native shorn lambs sold upward to \$13.60. Active demand and strong prices for all grades of wool, together with higher values for the dressed product were factors in the advance on wool prices.

Fed yearlings, averaging 88 lbs., reached \$12.75, less desirable grass fed yearlings turning at \$10.50 to \$11.50. Aged wethers went for slaughter upward to \$7.50. Hand-weight native ewes reached \$7.25, the highest in several weeks, while bulk of the heavy ewes sold at \$4.50 to \$5.50. Demand was fairly broad for breeding stock, desirable native yearling breeding ewes going to the country upward to \$9.00. Ewes of mixed ages, twos to full mouths, sold at \$7.25 to \$7.50 mostly. Some feeding ewes sold at \$5.25 and some rather heavy feeding wethers at \$6.75.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Oct. 18, 1922.

Though cattle receipts in the three days this week were smaller than for the corresponding period two weeks ago, they were about normal for this season of the year. The movement of grass cattle continues liberal and the supply of short-fed cattle is increasing and as the season advances they will display more finish than at the present time. Today strictly prime full-fed steers sold at \$11.75 to \$12.35. Good to choice fed steers brought \$9.75 to \$11.50 and short-fed steers sold at \$8.50 to \$9.50. Straight grass fat cattle, many of them weighing up to 1,400 pounds, sold at \$4.25 to \$9.25. Those selling below 6 cents were common quality, light weights, though some of them carried good flesh. Compared with a week ago the market shows no material price change.

The car situation has been improved and Eastern railroads are now in the process of delivering approximately 2,500 empty stock cars to Western roads. This will relieve the shortage in the West and at the same time provide a new supply of empty cars for Eastern shipment.

Cows and heifers are steady. Fed cows are selling at \$5.75 to \$6.50 and grass fat cows from \$3.75 to \$5.65. Cutters are bringing \$3 to \$3.75 and cannermen \$2.50 to \$2.85. Choice light weight veals are bringing \$9 to \$10 and heavy killing calves \$6.50 to \$7.50.

Hog prices are stronger than last week's close, though about 35 cents lower than a week ago. The top price today, \$9.15, was paid for 200-220 pound weights and the bulk of the 195-235 pound hogs sold at \$8.90 to \$9.10. Heavier hogs and light weights under 190 pounds sold mostly at

\$8.50 to \$8.90. Pigs are bringing \$8 to \$8.50 and packing sows \$7.75 to \$8.15.

Demand for sheep and lambs continues active. Native lambs are selling at \$13.50 to \$13.75 and prime Western lambs \$13 to \$14.25. Fat light weight ewes are bringing \$5.50 to \$6.25 and fat wethers \$6.50 to \$7.25. Receipts, though liberal compared with preceding weeks, are below normal for this season of the year, and the run probably will continue about the same proportions for the next three weeks.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., Oct. 18, 1922.

With moderating receipts of cattle this week the market has shown improvement on both beef steers and butcher stock. Best corn fed beeves are around a quarter higher than last week, and prime corn feds are bringing \$11.50@12.75, the latter being a new high price for the season. Fair to good corn feds are selling at \$10.00 @11.25 with common to fair kinds from \$9.50 down to \$7.50. The warmed up and short fed cattle that come in competition with western rangers sell at very uncertain figures.

Western range beef have also firmed up quite a bit, good to choice kinds going at \$7.25@8.00, fair to good grades at \$6.25 @7.00 and the plainer lots from \$6.00 down. Veal calves have held about steady at \$5.00@10 and bulls, stags, etc., are going at \$3.25@4.75. Improvement in the market for cows and heifers has amounted to 25@50c and the spread in prices is very wide, prime heifers selling as high as \$6.50 and common cannermen as low as \$2.50. Competition from feeder buyers has helped strengthen the market on the stock of late very materially.

Nervousness has been very noticeable in the hog market this week, but more than half of last week's heavy decline has been recovered and the trade seems to have a good healthy undertone at present. Receipts have fallen short of expectation, while the demand from all quarters has held up better than anticipated. There were only 4,300 hogs here today and the market generally was 10@15c higher. Light weights sold up to \$9.15, as against \$9.45 last Wednesday, and bulk of all the hogs sold at \$7.60@9.10, as against \$7.40 @9.40 a week ago.

Activity and strength has character-

**Hog Buyers
Exclusively**

WALKER-WATKINS

National Stock Yards, Ill.

—References—

National Stock Yards National Bank
Drovers National Bank

**Order Buyers
of
Fat Cattle**
Omaha Cattle Figure Best
Frank Anderson & Son

Buyers of Cattle Only

Stock Yards Station OMAHA, NEB.
References: Live Stock, National Bank

ized the trade on sheep and lambs, and with only moderate offerings prices are 25@50c better than they were a week ago. Fat woolled lambs are selling at \$13.50@14.15, fed clipped lambs at \$12.50@13.50. Quite a few ewes are coming in selling a quarter higher than last week at \$3.25 @6.25.

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 18, 1922.

Under moderate receipts and fair demand, the cattle market showed a fairly active trend here during the first half of the week at steady to strong prices. Improvement, where shown, applied largely to steers, killing classes closing about 25c higher for the period and stockers and feeders averaging strong to 25c up. Butcher yearlings finished strong to 25c higher, with cows and bulls about steady. Veal calves moved up 50 to 75c, top Wednesday registering \$11.25.

Receipts contained a few finished steers and yearlings including 27 choice Angus bullocks, 1,391 lbs. average, that sold Tuesday at \$12.65 per cwt. the highest price paid locally so far this year. Numerous other lots of good steers of various weights cleared from \$10.50 to \$12.25, with medium fed natives registering in the \$9.00 column and grassers graduating down to \$6.00 and under. Kansas and Oklahoma steers, of which there were 75 cars available, ranged in price from \$4.00 to \$6.80.

Plain grass yearlings sold largely from \$3.50 to \$7.00; butcher cows \$3.50 to \$5.50, a few of the best around \$6.00; cutter cows, \$2.75 to \$3.25; canner cows, \$2.40 to \$2.60; heavy beef bulls, \$4.50 to \$5.00; medium to fair bolognas, \$4.00 to \$4.50; light-weight bolognas and canners, \$2.75 to \$3.75, and stocker and feeder steers, \$4.00 to \$6.75.

The early rounds of the hog market here Monday saw values 10 to 15c higher, although closing trade that day was weak, a condition that prevailed in the market the succeeding two days, thus eliminating the initial improvement. The run was moderate Monday, 9993 head, but was slightly larger Tuesday, while Wednesday's supply at approximately 14,000 head was quite liberal for mid-week. A noticeable feature of the three-day trade was the narrow price spread between pigs, lights and the better weight hogs which was in marked contrast with conditions prevailing the fore part of the preceding week.

The bulk of the desirable hogs cleared Monday and Tuesday through a range from \$9.50 to \$9.60, with \$9.65 constituting the top on each of those days. The bulk Wednesday had dropped to \$9.40 to \$9.50, with \$9.60 taking the best load. The market for pigs and lights performed in much the same manner as that for butcher hogs; opening strong Monday and ruling slow and weak the following two days. Whereas a spread of \$9.25 to \$9.40 took most of the 120 to 140-lb. offerings Monday and Tuesday, \$9.20 to \$9.35 was the popular range for these Wednesday. Packer sows varied from steady to strong, heavy and medium weights selling mainly around \$7.50 to \$7.85 and lighter sorts moving around \$7.75 and \$8.00. Stags sold largely from \$6.00 to \$7.25.

Under moderate receipts, fat lambs showed a good 50c advance, top moving up from \$13.50 Monday to \$14.10 Wednesday, a figure paid by a St. Louis butcher. A number of good lambs Wednesday sold around \$14.00, medium kinds, \$13.50. Sheep were not materially changed for the three-day period, mutton offerings going around \$6.00, stockers \$3.00 to \$5.50, chippers and bucks \$2.00 to \$3.50, and canners \$1.00 to \$1.50. A few plain goats Wednesday brought \$2.00 to \$2.40.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., October 17, 1922.

Receipts of cattle at this point for the two days were 8,500, which is considerably lighter than for several weeks past, due in a measure to shortage of cars occasioned by stock cars being sent to the drouth area south of Albuquerque, New Mexico. It is estimated there are 25 per cent of the pasture cattle still left in the Flint Hill pastures of Kansas to move. It is also

(Continued on page 40.)

UNION STOCKYARDS AT MONTREAL.

Montreal, October 17, 1922.

The anticipated removal of the British cattle embargo will lead to the establishment of union stockyards in Montreal with a federal quarantine station operating in addition with it. A very strict quarantine of cattle will necessarily be maintained. The embargo has always been on because of the alleged diseases in Canadian herds, a charge that Canada has maintained to be most unjust. If the restriction is lifted, particular care will be taken to insure that no infected cattle go abroad.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, October 14, 1922, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,912	13,200	19,328
Swift & Co.	4,250	12,300	24,570
Morris & Co.	7,612	16,500	8,782
Wilson & Co.	7,028	12,200	10,559
Anglo-Am. Prov. Co.	823	7,100	.....
G. H. Hammond Co.	3,418	7,200	.....
Libby, McNeill & Libby	1,524	.....	.....
Brennan Packing Co.	5,490	hogs; Miller & Hart,	.....
4,100 hogs; Independent Packing Co.,	4,600 hogs;	.....	.....
Boyd, Lunham & Co.,	5,500 hogs; Western Packing	.....	.....
& Provision Co.,	10,600 hogs; Roberts & Oake,	5,000	.....
hogs; others,	14,300 hogs.	.....	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,370	1,971	9,248	3,079
Cudahy Pkg. Co.	4,026	701	6,911	4,076
Fowler Pkg. Co.	1,030	40	.....	.....
Morris & Co.	4,501	1,630	9,473	2,295
Swift & Co.	5,785	2,063	10,186	4,922
Wilson & Co.	4,951	922	6,815	2,054
Local butchers	724	134	496	143

OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,124	3,847	.....
Swift & Co.	4,684	5,073	6,284
Cudahy Packing Co.	5,770	5,923	7,531
Armour & Co.	3,707	7,223	7,807
Swartz & Co.	.....	414	.....
J. W. Murphy	.....	2,300	.....
Others	29,968	.....	53,207
Wilson Packing Co.	77	.....	.....
Dold Packing Co.	1,306	3,351	.....
Lincoln Packing Co.	317	.....	.....

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,821	872	12,048	6,404
Hammond Pkg. Co.	1,908	324	6,708	1,268
Morris & Co.	2,381	421	7,704	1,220
Others	9,084	3,999	3,884	4,341

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,866	5,908	2,550	.....
Swift & Co.	6,893	7,566	1,804	.....
Morris & Co.	1,598	.....	62	.....
St. Louis Dressing Co.	2,112	.....	155	.....
Independent Pkg. Co.	1,217	3,147	.....	.....
East Side Pkg. Co.	526	.....	17	.....
American Pkg. Co.	141	1,553	.....	.....
Hell Pkg. Co.	33	2,902	.....	.....
Krey Pkg. Co.	96	2,244	.....	.....
Sartorius Prov. Co.	11	469	.....	.....
Sieloff	57	1,109	.....	27
Butchers	9,720	22,956	3,785	.....

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	717	70	1,073	3,052
Colo. Pkg.-Prov. Co.	401	111	954	2,107
Coffin Pkg.-Prov. Co.	306	.....	904	.....
Miscellaneous	440	126	1,240	1,062

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,371	616	1,941	237
Wilson & Co.	1,257	196	2,142	246
Other butchers	82	56	233	.....

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,555	577	4,210	128
Dold Pkg. Co.	248	36	2,843	9
Local butchers	84	8	.....	5

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,339	179	21,123	674
Moore & Co.	.....	.....	4,561	.....
Ind. Abat. Co.	921	46	2,354	171
Armour & Co.	179	31	3,777	19
Hilgemoir Bros.	39	.....	1,082	.....
Brown Bros.	183	24	42	15
Riverview Pkg. Co.	28	6	176	.....
Schussler Pkg. Co.	16	.....	449	20
Meier Pkg. Co.	.....	.....	391	.....
Ind. Prov. Co.	27	.....	305	.....
Worm & Co.	114	.....	251	.....
Eastern buyers	3,210	2,796	14,174	2,150
Miscellaneous	697	253	422	205

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons P. Co.	561	109	1,783	341
Kroger Gro.-Bakg. Co.	334	95	166	.....
C. A. Freund	144	68	166	.....
Gus. Juengling	221	128	.....	56
J. F. Schroth Pk. Co.	31	.....	2,300	.....
H. H. Meyer Pk. Co.	40	.....	2,010	.....
J. Hilberg & Sons	163	25	.....	114
W. G. Rehn's Sons	147	66	.....	.....
People's Pkg. Co.	170	87	.....	.....
Jacob Bauer Sons	71	10	.....	.....
A. Sander Pkg. Co.	.....	.....	1,858	.....
Jacob Vogel & Son	.....	.....	800	.....
J. Hoffman's Sons Co.	.....	.....	172	.....
Lohrey Pkg. Co.	.....	.....	171	.....
Ideal Pkg. Co.	.....	.....	783	.....
Sam Galt	.....	.....	396	545
Jac. Schliacter's Sons	.....	.....	.....	166
Ehrhart & Sons	.....	.....	.....	47

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,116	4,854	13,171	569
Swift & Co.	.....	.....	.....	.....
Uni. Dressed Beef Co.	72	.....	.....	.....
The Layton Co.	.....	.....	1,156	.....
F. C. Gross & Bros.	185	83	78	102
R. Gutz & Co.	67	.....	125	36
Butchers	220	396	124	164
Others	422	52	13	1

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending October 14, 1922, with comparisons:

	Cattle.	Week ending Oct. 14.	Previous week.
Chicago	33,567	38,867
Kansas City	25,387	27,349
Omaha	51,033	55,603
St. Louis	29,240	47,565
St. Joseph	16,194	20,713
St. Paul	2,710	10,387
Oklahoma City	6,751	3,071
Indianapolis	1,887	8,141
Wichita	1,882	1,567
Cincinnati	2,150	1,835
Denver	14,667	2,337
Milwaukee	12,100	2,033

Hogs.

	Week ending Oct. 14.	Previous week.
Chicago	121,800	120,100
Kansas City	43,120	43,292
Omaha	28,246	35,350
St. Louis	47,139	44,594
St. Joseph	30,434	31,670
St. Paul	4,316	44,259
Oklahoma City	49,197	5,396
Indianapolis	7,053	9,274
Wichita	4,171	9,316
Denver	10,009	9,089
Cincinnati	14,667	12,712
Milwaukee	.....	.....

Sheep.

	Week ending Oct. 14.	Previous week.
Chicago	63,839	14,436
Kansas City	16,589	19,147
Omaha	78,656	78,342
St. Louis	8,390	13,564
St. Joseph	13,233	11,761
St. Paul	483	369
Oklahoma City	3,263	3,432
Indianapolis	142	145
Wichita	6,281	7,081
Denver	1,269	1,496
Cincinnati	872	1,022
Milwaukee	.....	.....

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, October 14, 1922:

	Week ending Oct. 14.	Previous week.	Cor. week.
Chicago	33,567	38,867	19,211
Kansas City	33,071	36,749	33,343
Omaha	17,507	20,443	14,675
East St. Louis	18,096	21,119	12,351
St. Joseph	8,986	9,644	8,763
St. Louis	4,801	4,949	4,498
Cudahy	690	769	987
South St. Paul	9,393	13,497	.....
Philadelphia	2,258	2,300	2,520
Indianapolis	2,621	2,880	1,890
Boston	1,689	1,567	7,737
N. Y. and Jersey City	9,096	9,779	.....
Oklahoma City	3,578	4,015	5,280
Milwaukee	2,009	1,902	.....

HOGS.

	Week ending Oct. 14.	Previous week.	Cor. week.
Chicago	121,800	120,100	96,939
Kansas City	43,367	43,292	51,294
Omaha	32,483	36,534	20,168
East St. Louis	38,473	3,739	18,223
St. Joseph	28,760	28,105	22,535
St. Louis	18,892	15,533	9,088
Cudahy	16,015	12,933	9,288
Cedar Rapids	7,900	6,000	6,500
Ottumwa	9,430	9,318	8,475
South St. Paul	43,600	39,390	30,287
Fort Worth	4,700	5,000	2,500
Philadelphia	4,801	22,657	20,950
Indianapolis	25,310	23,854	19,312
Boston	7,136	9,699	.....
N. Y. and Jersey City	47,477	41,685	31,564
Oklahoma City	4,316	5,366	3,706
Milwaukee	14,738	12,711	13,700
Cincinnati	9,200	9,800	17,400

SHEEP.

	Week ending Oct. 14.	Previous week.	Cor. week.
Chicago	63,839	47,811	85,827
Kansas City	16,822	19,147	44,951
Omaha	26,317	44,285	32,013
East St. Louis	6,466	10,047	7,133
St. Joseph	8,892	8,297	14,907
St. Louis	2,526	4,310	6,679
Cudahy	305	344	655
South St. Paul	1,587	11,048	19,128
Philadelphia	5,327	6,781	7,984
Indianapolis	715	839	271
Boston	5,527	5,534	.....
N. Y. and Jersey City	41,008	41,024	47,719
Oklahoma City	483	369	395
Milwaukee	1,904	1,022	.....

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES active and higher. Two packers sold 12,000 September-October natives at 23c, being 1/2c appreciation. Another sold 5,000 August-September-October native bulls at 17c, also 1/2c appreciation. Tanners in convention here are deploring the levels which hides have reached, claiming their very existence is periled. Notwithstanding a threatened buyers' strike, prices have advanced by reason of scarcity. Light hides remain slow though strong prices are talked. Killers feel sure of their position. Natives quoted 23c; Texas and butts 21c; Colos 20c; branded cows 16 1/2c; heavy cows 21c; lights 18 1/2c@19c; outside generally asked; native bulls 17c; branded bulls 15c asked.

COUNTRY HIDES.—Some slight increase is seen in the extent and number of the offerings and while strong prices continue to be asked, business on the old basis is said to be still possible. Local sellers while talking firm figures are said to be willing to book at unchanged levels. Outside sellers as a rule talk prices above what buyers care to pay. Light hides are somewhat puzzling in that buyers decline to become as excited regarding supplies or prices as sellers wish or claim indicated by statistical position of the market. Sellers are attempting to push the buff weights and hold fairly firmly for the top prices. All weight hides in the originating sections are quoted at 14 1/4@15 1/2c delivered basis with the inside levels the ideas of buyers. Heavy steers here quoted at 15@16c talked; buffs 14 1/2@15 1/2c. Sellers generally talk 15@15 1/2c but brokers state it is possible to secure stock as low as 14 1/2c of average description. Heavy cows are generally quoted in line with buffs. Extremes range at 16 1/2@17c with the inside said to be the market for business in current offerings, all short haired but with no stipulation for grubs, though content is not large. Branded country hides quoted at 12@13c flat nominal; country packer branded hides 14@16c nominal; bulls 11 1/2@12 1/2c for descriptions; country packers up to 15 1/2c lately paid and glue hides at 8@9c.

NORTHWESTERN HIDES steady but quiet. No new business reported in Twin Cities. All weight stock quoted at 15@15 1/2c asked delivered basis, with late business at 14 1/4@15c. Heavy hides quoted 14 1/2@14 3/4c last paid and nominal with some sellers talking 15c; light hides 16 1/2c generally considered the trading basis. Operations in Twin Cities are somewhat restricted on account of the small stocks. Collections of hides are showing a slight increase due to the recent harvest kill. Bulls quoted 11 1/2@12c; kipskins 15 1/2@19c for descriptions; calfskins 16 1/2@20c and horse hides at \$4.50@5.25 nominal.

CALFSKINS.—A local packer reports moving September kipskins at all points privately to the extent of 21,000. This transaction is said to have been for the account of subsidiary tanning concern. Last sales by other killers, having no Texas points, were at 21 1/2c. City kipskins are held for 21c; last sales 20c; mixed city and country descriptions range at 15 1/2@19c; calfskins are talked strongly. Holdings are meager. Packer skins quoted 23c asked; cities 22c last paid and 23c now asked; outside first salted cities 21@22c; resalted lots 18@20c, and country run at 16 1/2@18c; deacons \$1.00 nominal and last paid.

DRY HIDES steady. Mixed weight western hides quoted 19@20c asked.

HORSE HIDES steady. Fresh renderer hides quoted steady at \$5.25@5.50 with a little business rumored in this range. Mixed city and country rendered stock quoted at \$4.75@5.25 and country goods at

\$4.00@4.50. Some aged country hides are around and \$3.00@3.50 is talked.

SHEEP PELTS strong. Market well sold up and future prices talked firm. Packer lambskins last ranged at \$2.05@2.15; small packer lambs topped \$2.15 locally. Packer sheepskins quoted \$1.50@1.70; small packer mixed sheep and lambs ranged at \$1.70@1.90; mainly lambs. Shearlings recently sold at 97 1/2c. Dry western pelts are quoted at 27@30c; outside generally asked. Pickled skins range at \$5.00@6.25 for descriptions.

HOGSKINS.—Country run 10@25c; rejects half; strips 5@5 1/2c.

New York.

COUNTRY HIDES strong. Mid-western extremes sold at 16 1/2@17c. Buffs from same sections are quoted 15@15 1/2c to eastern tanners with tanners returning bids of 14 1/2c as a rule. Canadian extremes are well sold up and held for 17c flat for weights 25@50 lbs.; recent sales, 16@16 1/2c flat. New England extremes recently sold at 15 1/2@16c flat. Southern hides are steady, though offerings are inclined to be larger. Middle sections extremes are offered at 15c, including some ticks and brands. Buyers believe 14 1/2c would secure goods. Better sections quoted up to 15 1/2@16c and the abattoirs up to 17 1/2c.

PACKER HOGS.—Rumors of business in city slaughter hides persist, but details on confirmation cannot be obtained. Brands are principally connected with these reports, though it is also stated some limited inquiry is around for natives, which are held at 22 1/2c; last price paid, 22c; butts quoted, 20 1/2c; Colorados, 19 1/2c; bids, 1/2c under declined; cows, 18 1/2c talked; bulls, 16c.

SMALL PACKER HIDES.—A car of eastern small packer light average cows sold at 18c. Steers alone are generally quoted about 20@20 1/2c; heavies alone, 21@21 1/2c made. Brooklyn steers, including spreads, have been selling at 23@23 1/2c to the end of the year. Steers and cows go together in some instances and command 18 1/2@19c for descriptions.

IMPORTED WET SALT HIDES.—The situation in frigorifico steers is decidedly firm in tone and additional business is noted at relatively stronger levels. Changing exchange in favor of the buyer is mainly responsible for the change, though buyers also paid advances in Argentine gold. About 2,000 Artigas frigorifico steers topped \$61.00 Argentine gold or 24 1/2c landed New York basis. B. A. types included 4,000 Swift LaPlatas and 5,000 Campanas, also 4,000 Las Palmas, all at \$60.00 Argentine gold or close to 24c landed New York basis. The unsold holdings have been reduced a trifle and now are considered as approximating 20,000 hides altogether. A very firm undertone continues. Frigorifico type hides are in good request and recently ranged at 18@19c for descriptions; common wet salted stock quoted 10@12c. Spot hides are quiet and nominal.

CALFSKINS.—A car of N. Y. City trimmed heavy calfskins sold at \$3.50. Apart from this no business is reported. Three weight skins are generally nominal priced at \$1.60@2.50@3.50. Buyers' views are generally about a dime lower. Dealers are not anxious to make offerings, believing better prices are in prospect. Holdings are said to be ample though not put on the market for sale. Outside city skins continue unchanged at \$1.15@1.40 basis for lights as to qualities. Untrimmed goods quoted about 20@22c for cities. Some outside skins, trimmed, sold at 25c lbs. Kipskins quoted steady about \$4.25@4.75. A small car of outside kip sold privately with details closely guarded. Recent offerings of Holland dry calf, 3 1/4@3 1/2 lbs. avg., noted at 44c. Holland G. S. abattoir, 9 lbs. avg., untrimmed skins offered at 19c with no counter bids noted.

AUGUST BY-PRODUCTS YIELDS.

Yields and production of animal by-products in August 1922, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

Class.	Av. per 100 lbs. animal wt.	Total production, 1922, Aug.	Total production, 1921, Jan.-Aug.
Lbs.	Lbs.	Lbs.	Lbs.
Edible beef fats (unrendered).....	36.25 3.73	27,591,000	232,673,000
Edible beef offal.....	27.76 2.85	21,129,000	148,262,000
Cattle hides.....	65.43 6.73	49,800,000	357,617,000
Edible calf fats (unrendered).....	1.37 0.71	473,000	3,131,000
Edible calf offal.....	6.42 3.33	2,215,000	16,394,000
Lard (rendered).....	37.32 15.45	107,771,000	1,042,612,000
Edible hog offal.....	5.37 2.22	15,507,000	139,433,000
Pork trimmings.....	10.51 4.35	30,350,000	270,968,000
Rendered grease (rendered).....	3.03 1.25	8,750,000	57,696,000
Sheep edible fat (unrendered).....	1.80 2.37	1,843,000	17,106,000
Sheep edible offal.....	1.67 2.20	1,710,000	11,493,000

¹Calculated for establishments having Federal inspection only.

FOREIGN EXCHANGE SITUATION.

Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country.	Monetary unit.	Par value in U. S. money.	Value on Oct. 19, 1922.
Austria—Krone.....	\$.203	.00014
Belgium—Franc.....193	.0686
Czecho-Slovakia—Krone.....0331	.0014
Denmark—Krone.....268	.2014
Finland—Finnmark.....193	.0239
France—Franc.....193	.0741
Germany—Mark.....238	.0003
Great Britain—Pound.....	4.866	4.474
Greece—Drachma.....193	.0200
Italy—Lira.....193	.0421
Japan—Yen.....498	.4825
Yugo-Slavia—Krone.....044	.0044
Netherlands—Florin.....402	.3922
Norway—Krone.....268	.1780
Poland—Polish Mark.....000096
Roumania—Leu.....193	.0062
Russia—Rouble.....515	.0001
Servia—Dinar.....193	.0174
Spain—Peseta.....193	.1540
Sweden—Krona.....268	.2675
Switzerland—Franc.....193	.1828
Turkey—Turkish pound.....	4.40	.....

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Oct. 21, 1922.—Quotations on hides at Chicago for the week ending Oct. 21, 1922, with comparisons, are as follows:

Week ending Oct. 21, '22.	Week ending Oct. 14, '22.	Cor. week, 1921.
PACKER HIDES.		
Spread native steers.....	@26c	17 @17 1/2c
Heavy native steers.....	22 1/2@23c	14 @14 1/2c
Heavy Texas steers.....	@21c	@14c
Heavy butt branded steers.....	@21c	13 1/2@14c
Heavy Colorado steers.....	@30c	19 1/2@21c
Ex-Light Texas steers.....	@16 1/2c	16 @16 1/2c
Branded cows.....	@16 1/2c	16 @16 1/2c
Heavy native cows.....	@21c	@20 1/2c
Light native cows.....	18 1/2@19c	18 1/2@19c
Native bulls.....	@16 1/2c	7 1/2@8c
Branded bulls.....	14 1/2@15c	14 @15c
Calfskins.....	@22c	20 @21c
Kip.....	@21 1/2c	20 @21c
Slunks, regular.....	@1.00	95 @1.00
Slunks, hairless.....	@.90c	45 @.90c
Light native, butts, Colorado and Texas steers 1c per lb. less than heavies.		35 @1.15

CITY AND SMALL PACKERS.

Week ending Oct. 21, '22.	Week ending Oct. 14, '22.	Cor. week, 1921.
Natives, all weights.....	18 @18 1/2c	11 1/2@12c
Bulls, natives.....	15 @15 1/2c	6 @7c
Branded hides.....	15 @16c	7 @8c
Calfskins.....	21 @22c	19 @20c
Kip.....	20 @21c	15 @16c
Light calf.....	\$1.15@1.25	\$1.15@1.25
Slunks, regular.....	\$0.90@1.00	\$0.90@1.00
Slunks, hairless.....	@.80c	40 @.80c

COUNTRY HIDES.

Week ending Oct. 21, '22.	Week ending Oct. 14, '22.	Cor. week, 1921.
Heavy steers.....	14 1/2@15c	8 @8 1/2c
Heavy cows.....	14 1/2@15c	7 @8c
Butts.....	14 @14 1/2c	7 @8c
Extremes.....	16 @17c	10 1/2@11c
Bulls.....	12 @12 1/2c	5 @5 1/2c
Branded.....	12 @12c	4 1/2@5c
Calfskins.....	18 @19c	17 @18c
Kip.....	17 @18c	16 @17c
Light calf.....	\$1.10@1.15	\$1.10@1.15
Deacons.....	\$0.90@1.00	\$0.90@1.00
Slunks, regular.....	@.60c	50 @.60c
Slunks, hairless.....	25 @30c	25 @30c
Hogskins.....	\$4.50@5.00	\$4.50@5.00
Hogskins.....	15 @20c	15 @20c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' prices range 1/2@2c per lb. less.

ICE AND REFRIGERATION

ICE NOTES.

The Central Refrigerating Co., Covina, Cal., has been incorporated with a capital of \$100,000.

The Auth Provision Co., 633 D street, Washington, D. C., will shortly erect a new cold storage plant.

The Glacier Refrigerating Co., Biloxi, Miss., has been incorporated by L. F. Curtis, Herndon Sharp, and others.

The Alpine Ice & Fuel Co., Kansas City, has been reorganized and R. M. McCandish is president and R. B. Caldwell secretary.

The Crystal Ice & Cold Storage Co., Birmingham, Ala., has acquired a new site and will erect a plant to cost about \$80,000.

O. H. and C. H. Jones, Harlington, Tex., have leased the government cold storage plant and are going to remodel and make additions to it.

The Texas Ice & Fuel Co., Houston, Tex., has been incorporated with a capital of \$100,000 by N. L. Casperson, B. S. Beaman and others.

The Spa Spring Ice Co., Trenton, N. J., has been incorporated with a capital of \$150,000 by Frederick Krillinger, Perth Amboy, and others.

The Terminal Refrigerating & Warehouse Co., Washington, D. C., has been incorporated with a capital of \$1,000,000 by James Trimble and others.

The Texas Ice & Refrigerating Co., Fort

Worth, Tex., has been incorporated with a capital of \$400,000 by C. H. Zabecetti, J. G. Bayrhafter and A. H. Mills.

The Arizona Ice & Cold Storage Co., Tucson, Ariz., has been incorporated with a capital of \$360,000 by J. B. Marbia, F. J. Manghan and others.

The Polarair Refrigerator Co., Wilmington, Del., has been incorporated with a capital of \$1,000,000 by T. L. Croteau, M. A. Bruce and others to conduct a cold storage business.

Local interests of Orange, Cal., are considering the erection of a new ice and cold storage plant there at a cost of about \$50,000, according to the secretary of the chamber of commerce.

NATIONAL ICE ASSOCIATION MEET.

The annual convention of the National Association of Ice Industries was held in Chicago October 11-14, 1922, and was the most successful that the association has held. This was due to several radical changes in former customs. For example this year one of the most interesting features of the convention was the holding of an exhibition of machinery and supplies. This feature was of great value to those attending the convention. The date of the meeting, which came just before overhauling time, afforded an opportunity for both those attending the convention and exhibitors to get together at a time when the plant owner is anxious to consider new equipment.

FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meats on October 1, 1922, with comparisons, is given by the U. S. Bureau of Agricultural Economics as follows:

MEATS.

	Oct. 1, 1922.	Sept. 1, 1922.	Oct. 1, 1921.	5-yr. av.
Beef, frozen.....	34,645	28,210	44,296	116,538
Beef, fully cured.....	7,856	7,383	7,783	26,481
Beef in proc. of cure.....	11,064	12,698	7,743	.....
Pork, frozen.....	54,122	84,815	64,682	60,010
Pork, dry salt.....	57,491	79,503	84,643	228,608
In process of cure.....	65,747	86,165	65,332	.....
Pork, pickled.....	124,176	139,586	103,625	270,479
In process of cure.....	187,979	229,601	153,620	.....
Lamb and mutton, froz.....	3,539	3,376	5,993	9,536
Meats, miscellaneous.....	50,080	55,773	69,739	71,071
Lard.....	75,632	119,755	85,115	86,231

POULTRY IN COLD STORAGE.

Following is a summary of cold storage holdings of poultry on October 1, 1922, with comparisons:

	Oct. 1, 1922.	Sept. 1, 1922.	Oct. 1, 1921.	5-yr. av.
Creamery butter.....	96,367	112,039	90,116	104,471
Packing stock butter.....	1,908	2,180	2,149	3,483
American cheese.....	49,455	53,625	45,163	62,853
Swiss cheese.....	5,783	4,661	4,404	3,156
Brick and munster.....	842	1,117	1,726	1,074
Limburger.....	937	986	1,170	1,126
Cottage, pot and bakers'.....	1,136	1,380	3,319	3,752
Cream and neufchatel.....	186	189	378	273
All other cheese.....	4,581	4,937	6,207	4,398
Egg cases.....	7,868	9,608	6,289	5,926
Frozen eggs.....	33,541	34,518	26,656	20,654

DAIRY AND EGG STORAGE.

Cold storage holdings on October 1, 1922, with comparisons, are reported as follows:

	Oct. 1, 1922.	Sept. 1, 1922.	Oct. 1, 1921.	5-yr. av.
Broilers.....	7,287	5,238	8,197	6,737
Roasters.....	3,000	4,536	3,239	3,173
Fowls.....	2,686	3,897	3,170	4,283
Turkeys.....	2,635	3,204	2,439	1,990
Miscellaneous.....	10,275	10,796	8,588	14,933
	25,883	27,671	25,603	31,116

NOTE—These holdings include stocks in both cold storage warehouses and packing house plants. Excepting case eggs all items are in terms of pounds. Thousands, i. e., 000 omitted from above tables.

ST. JOSEPH LIVESTOCK MARKETS.

(Continued from page 38.)

estimated that there are close to 25 per cent of the cattle pastured in the Osage district to move.

Killing steers have been in small proportion so far this week, bulk of the cattle coming from Oklahoma and the Panhandle of Kansas, and consisted largely of stockers and feeders, the market for which has been steady, as has been the market on killing cattle. There have been no finished cattle included in the receipts. Best cattle here were short-fed corn cattle, selling for \$10.75. There is also an absence of finished yearlings, the best so far this week selling for \$10.60. There continues to be a good demand for all finished cattle, and they are quotable up to \$12.40.

Hog receipts for the two days have amounted to 10,000, which is about in line with the number received for the past several weeks. There has been no change in the hog market to speak of, today's market being quotable around 10 higher than the close of last week, most of the strength being noted on heavy hogs and packing

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Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Savannah Brokerage Co.
San Francisco—Maillard & Schmiedell.
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.
Washington—Littlefield, Alford & Co.

sows. Top today was \$9.15, with the bulk of good hogs selling from \$8.50 to \$9.10 and the packing sows selling for \$8.00 to \$8.25.

Receipts of sheep for the two days were 8,000. The flocks from the range are being cleaned up and the season's shipping will be over probably in the next two weeks. There has been some strength noted in the market today, top range lambs selling for \$14.10, while the natives have sold up to \$13.50. There continues to be a good demand for feeders, which have sold from \$13.00 to \$13.50.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dep't of Agriculture.)

South St. Paul, Minn., Oct. 18, 1922.

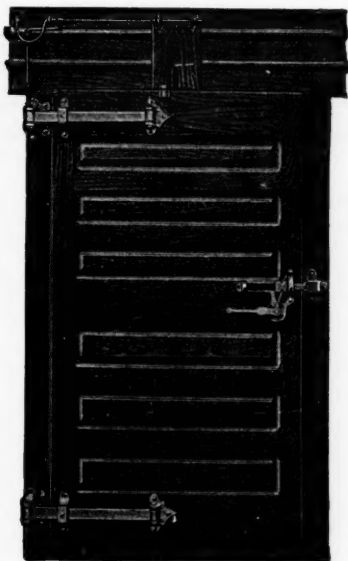
Liberal receipts with extreme scarcity of dry fed and good grass-fat material have featured the cattle trade the past week. Good and choice dryfed beef steers are quotable from \$8.50 to \$12.50, with best beef steers here during the past week selling at \$11.00. Best grass-fat beefs with quality and fat enough to sell from \$6.50 up to \$8.25 are also extremely scarce, bulk of grass-fat beefs here at present selling from \$5.25 to \$6.25 with commonest kinds under the \$5.00 mark, the latter going at the lowest levels of the year.

Grass-fat butcher she stock has also hit the low time of the year to date, bulk of these now selling from \$3.00 to \$4.25, with a very limited number of young cows on the heifer order and heifers on up to \$6.00 or somewhat higher.

The market for canners and cutters has been somewhat uneven, but prices of these still hover around the levels of recent weeks, canners now selling largely from \$2.25 to \$2.50, cutters mostly \$2.75 to \$3.00. Bologna bulls are around 25c higher than a week ago, present prices ranging from \$3.00 to \$4.00, with the bulk of sales from \$3.25 to \$3.75.

The market for veal calves has shown some strength on recent sessions, a boost of 25c today putting best lights at \$8.75 to \$9.50, with the average cost around \$9.00. Seconds are selling from \$4.00 to \$7.00 with the average cost somewhat over \$5.50. Weiner calves are going from \$2.50 to \$2.75.

Fairly generous receipts of 31,000 hogs have arrived this week to date compared with 27,500 a week ago and 38,000 same period a year ago. Light weight hogs sold today largely around \$8.50, with a considerable number up to \$8.60. While these prices were about 65 to 75c lower than a week ago, shipping orders have been numerous the past two days and trade is now carrying a strong undertone. Choice mediumweight butchers are quotable up to \$8.75, a few selling at that figure late today with heavy butchers scarce and quotable from about \$8.25 to \$8.50 or



JAMISON'S STANDARD TRACK DOOR

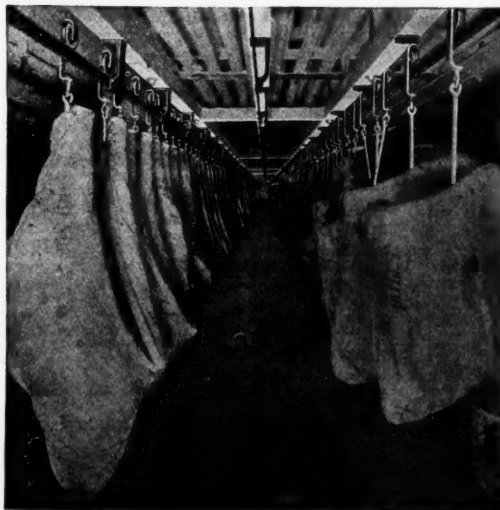
A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

May we send you catalog 10?

Jamison Cold Storage Door Co.

Formerly
Jones Cold Storage Door Co.
Hagerstown, Maryland U. S. A.

Service that Satisfies



Interior of a Sharp Freezer Room

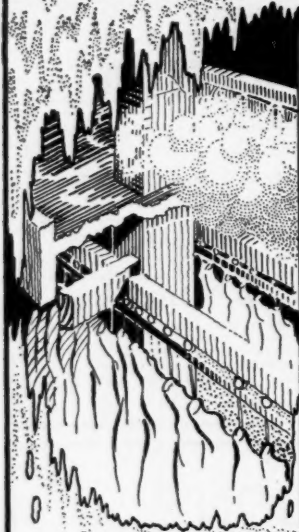
United States Cold Storage Co. Pershing Rd. & Hoyne Ave. Chicago, Ill.
CHICAGO JUNCTION RAILROAD DELIVERY

In brief, this is the reason for the existence of this most modern and efficient cold storage plant.

When sending your products to us for storage you can depend on PROMPT ATTENTION, SATISFACTORY SERVICE and CHEERFUL CO-OPERATION.

Best facilities for handling your business.

BRINE SPRAY REFRIGERATION



WEBSTER BRINE SPRAY SYSTEMS

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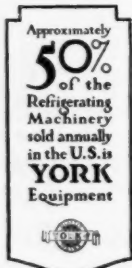
Beef is perfectly chilled to the bone in 36 hrs., with brine at 28 to 31° F. Carcasses take a superior bloom and set and rib out without slipping of flanks. Hogs chilled dry and firm ready to cut in 20 hrs., with brine at 22 to 25° F. Coolers down to 29° F. next morning, permitting a round trip every day.

Vigorous air circulation is the answer

Webster Sprays *as we apply them* produce the results. We use no fans or complex equipment—simplicity is a feature. Complete brine spray systems installed for every service.

Send for Literature.

ATMOSPHERIC & CONDITIONING CORPORATION
LAFAYETTE BUILDING, PHILADELPHIA MONADNOCK BLOCK, CHICAGO.



Evidence of Merit

NO COMPANY can establish a record of selling approximately fifty per cent of all the refrigerating machinery sold annually in the United States unless there is merit in the product—merit of the kind that wins new customers and retains the confidence of the old ones.

Fair dealing, prompt service, furnishing apparatus that will fulfill the guarantees and by charging prices consistent with the quality of the product, all have helped to increase the sales of York Machinery and Apparatus.

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YORK MANUFACTURING COMPANY
Ice Making and Refrigerating Machinery Exclusively
YORK PENNA.

weak 50c lower than a week ago. Packing sows are closing strong to 25c higher than a week ago, the advance on this class coupled with the sharp break on lightweights resulting in a considerable narrowing of the general price spread.

The fat lamb market continues to swing violently in one direction or another, prices moving upward about \$1.25 to \$1.50 during the past week. Bulk of the fat native lambs sold today at \$13.50 to \$13.75, heavy lambs around \$11.50 to \$12.50 or higher. Bulk of the fat ewes went to packers at \$4.50 to \$6.00, or 75c to \$1.00 higher than a week ago, with fleshy ewes for breeding purposes mostly from \$5.75 to \$7.00.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, October 18, 1922.

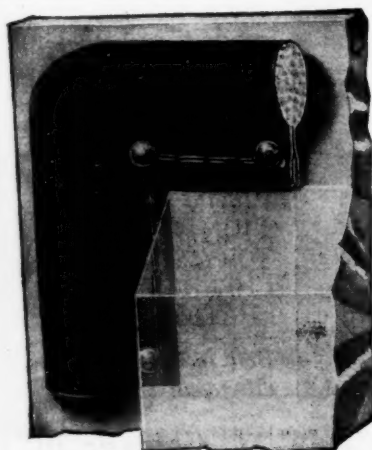
There is little change in the supply situation in the cattle trade as compared with last week, total for the first half of this week being 13,000. About half of the supply is still coming from the ranges and the Western steers are still going largely to the feeder trade. The market has shown little change, the few fully fat and long fed beeves selling at strong prices, with prime handy weights making \$12.75 this week and yearlings, half heifers, reaching \$12.00. But there are not many coming with quality to get above \$11.

Short feds are beginning to appear and they are selling about steady at prices running from \$9.50 all the way down to \$7.00 and under for some of the cattle that had been no more than started on corn. The market for butcher grades of she stock evidently struck bottom a couple of weeks ago, and has been dragging along on this level until within the past few days, when there began to be a somewhat better undertone. There has been little appreciation in prices, however, although buyers are taking hold better and the market is quoted strong.

Best corn fed beeves are rated at \$12.00 to \$12.75; good kinds of long feds, both yearling and heavier weights, \$10.50 to \$11.50; medium styles, \$9.50 to \$10.25; short feds, \$7.00 to \$9.00; grassers, \$7.50 down to \$5.00; best cows and heifers, \$4.50 to \$6.00; a few corn feds higher; medium cows, \$3.50 to \$4.25; canners and cutters, \$3.50 down. Stock calves of choice quality have sold up to \$8.00 and \$8.25.

Some of the last spring pigs are beginning to show on markets. Total receipts of hogs are not large. Packers and good heavies do not show any losses this week; in fact, are somewhat higher at time of this writing, but tendency of the light weights is lower. Tops today, \$8.90; prime old-fashioned fat backs, \$8.00; bulk of all hogs, \$7.65 to \$8.85.

Sheep run is light and prices are running stronger, up to \$14.00 today for prime lambs.



STOP COLD-AIR LEAKS WITH WIRFS WATERPROOF "AIRTITE" CUSHION GASKET

FOR REFRIGERATORS AND COLD STORAGE DOORS, AIRTIGHT SECTIONAL COOLING ROOM AND REFRIGERATOR-JOINTS, RAILWAY COACHES, DWELLINGS AND ALL OTHER PURPOSES REQUIRING AIRTIGHT, DUSTPROOF, WATERPROOF, OR NOISELESS MEANS OF CLOSURE-CONTACTS

MADE IN 3 SIZES:
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No. 1 LARGE



No. 2 MEDIUM



No. 3 SMALL

SIMPLY TACK ON—
TURN THE CORNERS!
(SEE CUT)

REGULARLY FURNISHED WITH BLACK RUBBERIZED CASING; CAN ALSO BE HAD WHITE RUBBERIZED CASING.

GET SAMPLES AND PRICES, STATING QUANTITY NEEDED.
WILL SAVE YOU MANY DOLLARS.

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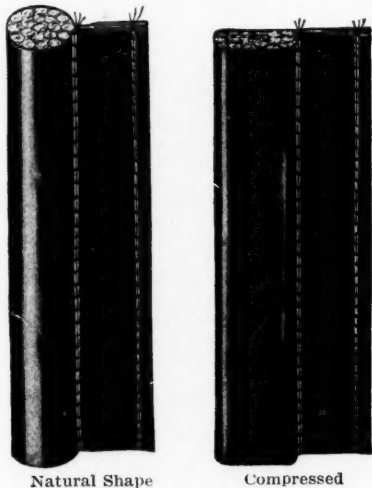
FOR PURCHASING DEPARTMENTS

STOPS COLD AIR LEAKS.

A gasket for refrigerator and cold storage doors that is being received with favor by the packers and others in the meat industry has been perfected recently by E. J. Wirfs, 106 South 17th street, St. Louis, Mo. It is used also in sectional cooling room and refrigerator joints.

Mr. Wirfs has had wide experience in matters pertaining to refrigeration. Formerly he was president of the National Refrigerators Co. and at one time was in charge of a department for the Brecht Co. He originated and introduced the use of this gasket for refrigerator doors, windows, drawers, as well as in the joints of portable refrigerators and cooling rooms, with the main object in view of making them airtight, and so that they would remain permanently so after years of use.

This feature proved very successful, as it was practical, and prospective buyers readily saw the usefulness and consequent economy of a resilient cushion gasket. Obviously, a cold-air leaking refrigerator or cold storage room of any size or type represents a continuous loss to the owner.



It is believed by several experts that the waterproof cushion gasket is destined to come into universal use, being a necessity on every refrigerator, cooling room, cold storage door, etc. It is just as important in the matter of producing an airtight refrigerator as is the insulation in the matter of minimizing the ice consumption and therefore the ease with which it maintains uniform temperatures.

The illustrations of the gasket on this page show it in natural shape and when compressed. Sample cards will be furnished to interested persons addressing E. J. Wirfs, 106 South 17th street, St. Louis, Mo.

NEW ZEALAND MEAT TRADE.

(Continued from page 22.)

holding was £132. In respect of the two other companies, no figures as to the number of shareholders are available.

Restrictions on Packers.

In reply to a question in the House of Representatives regarding Armour & Co., the Minister of Agriculture stated that the firm was still carrying on business, but, said the Minister, "they are under the control of the board, which is composed of representatives of the farmers, and which would be responsible to the people of this country if it let Armour's or any other company do what is wrong in the interests of the Dominion. Armour & Co. have not a license.

"The other firms exporting have licenses. Armour & Co. are doing their business

through the Meat Producers' Board. As long as there is nothing wrong, and they do their business in a legitimate and proper way through the facilities provided by the Meat Control Act, they are to have the same rights as any other company to trade, and I am glad to say they are opening up a big trade with America."

Lamb for America.

The export of frozen lamb to the United States this year, forwarded by three steamers, is officially stated to be 28,454 carcasses. All the shipments were made by Armour & Co., presumably in compliance with the agreement entered into with the Meat Control Board. Of the lamb shipped all but 1,000 carcasses went into New York, the smaller lot being forwarded to Boston.

All the works have closed down in the Dominion; they would have ceased earlier only that they were delayed by a strike of slaughtermen. The season for lamb has been a record one.

A Company's Operations.

The Wellington Farmers' Meat Company shows a net profit of £3,146 as compared with £7,131 last year, in each case after providing £3,000 for depreciation on building, machinery and plant. A dividend of 6 per cent was declared after taking over £2,403 from last year, but only £125 remains to carry forward.

SEPTEMBER CANADIAN LIVESTOCK.

Sales of livestock at chief Canadian centers for the month of September, 1922, with top prices, compared to a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture as follows:

CATTLE.				Top price good steers (1,000-1,200 lbs.)			
Sales—		Month of		Month of		Month of	
Week ending	Oct. 12.	Same week ending	1921.	Week ending	Oct. 12.	Same week ending	1921.
Toronto (U. S. Y.)	22,635	27,891	24,637	\$7.60	\$8.00	\$8.15	
Montreal (Pt. St. Chs.)	2,365	2,126	2,270	6.50	7.00	7.50	
Montreal (E. End)	2,624	4,275	2,642	6.50	7.00	7.50	
Winnipeg	44,044	21,129	50,575	6.00	6.00	6.50	
Calgary	15,143	6,560	11,509	5.00	4.75	5.00	
Edmonton	14,075	4,490	13,239	5.00	5.50	5.00	
Prince Alb't	434					4.50	
Moose Jaw							

CALVES.				Top price good calves			
Sales—		Month of		Month of		Month of	
Week ending	Oct. 12.	Same week ending	1921.	Week ending	Oct. 12.	Same week ending	1921.
Toronto (U. S. Y.)	5,041	5,529	8,307	\$12.50	\$14.00	\$12.50	
Montreal (Pt. St. Chs.)	3,257	5,496	3,544	10.00	12.00	10.00	
Montreal (E. End)	4,796	5,568	4,474	10.00	12.00	10.00	
Winnipeg	3,420	3,607	3,622	7.00	9.50	7.00	
Calgary	2,933	2,724	2,285	4.25	6.00	4.50	
Edmonton	5,231	926	1,902	4.25	5.75	4.00	
Prince Alb't			14				
Moose Jaw							

HOGS.				Top price selects			
Sales—		Month of		Month of		Month of	
Week ending	Oct. 12.	Same week ending	1921.	Week ending	Oct. 12.	Same week ending	1921.
Toronto (U. S. Y.)	20,299	18,034	21,334	\$12.75	\$11.50	\$14.00	
Montreal (Pt. St. Chs.)	7,898	9,282	8,517	13.00	11.50	14.00	
Montreal (E. End)	5,565	7,072	5,235	13.00	11.50	14.00	
Winnipeg	8,555	4,744	8,047	13.10	16.00	13.00	
Calgary	3,081	2,783	3,150	11.50	13.90	11.50	
Edmonton	5,231	2,328	3,977	10.75	12.50	11.25	
Prince Alb't			572			12.25	
Moose Jaw							

SHEEP.				Top price good lambs			
Sales—		Month of		Month of		Month of	
Week ending	Oct. 12.	Same week ending	1921.	Week ending	Oct. 12.	Same week ending	1921.
Toronto (U. S. Y.)	45,036	49,571	36,895	\$13.00	\$ 9.25	\$13.50	
Montreal (Pt. St. Chs.)	28,899	28,412	18,493	11.75	8.50	10.50	
Montreal (E. End)	16,007	17,034	14,313	11.75	8.50	10.50	
Winnipeg	5,696	8,866	6,229	12.00	10.50	11.75	
Calgary	5,840	7,194	4,585	10.25	7.50	10.50	
Edmonton	2,516	1,702	1,878	10.50	8.00	10.00	
Prince Alb't			158			7.50	
Moose Jaw							

CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects,

compared to the same time a week ago and a year ago are reported as follows by the Markets of Intelligence Division of the Dominion Department of Agriculture for the week ending October 12, 1922:

CATTLE.				Top price good steers (1,000-1,200 lbs.)			
Sales—		Week ending		Week ending		Week ending	
Oct. 12.	1921.	Oct. 5.	Oct. 12.	Oct. 12.	1921.	Oct. 5.	Oct. 12.
Toronto (U. S. Y.)	4,513	8,105	5,927	\$6.75	\$7.00	\$7.50	
Montreal (Pt. St. Chs.)	349	788	993	6.00	6.00	6.25	
Montreal (E. End)	893	1,598	831	6.00	6.00	6.25	
Winnipeg	12,078	4,150	9,513	5.25	5.25	5.25	
Calgary	2,558	2,636	1,830	4.50	4.00	4.75	
Edmonton	5,165	956	3,249	4.50	4.50	4.50	
Prince Albert							
Moose Jaw							
Tot. cattle	25,556	18,233	22,343				

CALVES.				Top price good calves			
Sales—		Week ending		Week ending		Week ending	
Oct. 12.	1921.	Oct. 5.	Oct. 12.	Oct. 12.	1921.	Oct. 5.	Oct. 12.
Toronto (U. S. Y.)	1,494	1,315	1,585	\$12.25	\$12.00	\$14.00	
Montreal (Pt. St. Chs.)	604	806	802	10.00	11.00	10.00	
Montreal (E. End)	1,071	889	1,524	10.00	11.00	10.00	
Winnipeg	1,500	689	1,011	6.00	6.50	6.25	
Calgary	1,152	915	368	4.00	5.25	4.00	
Edmonton	906	189	412	4.00	5.00	4.85	
Prince Albert							
Moose Jaw							
Tot. calves	6,736	4,806	5,702				

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending October 12, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

Sales—				Top price selects—			
Week ending		Week ending		Week ending		Week ending	
Oct. 12.	1921.	Oct. 5.	Oct. 12.	Oct. 12.	1921.	Oct. 5.	Oct. 12.
Toronto (U. S. Y.)	5,661	6,272	5,287	\$12.00	\$10.25	\$12.00	
Montreal (Pt. St. Chs.)	2,359	2,193	2,909	12.00	10.00	12.25	
Montreal (E. End)	1,329	1,851	1,562	12.00	10.00	12.25	
Winnipeg	2,446	1,153	1,153	10.00	12.50	10.75	
Calgary	841	814	883	9.50	11.60	9.50	
Edmonton	1,559	750	1,182	10.00	11.25	10.25	
Prince Albert							
Moose Jaw							
Total hogs	14,195	13,974	12,976				

CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers for the week ending October 12, 1922, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture as follows:

Sales—				Top price good lambs			
Week ending		Week ending		Week ending		Week ending	
Oct. 12.	1921.	Oct. 5.	Oct. 12.	Oct. 12.	1921.	Oct. 5.	Oct. 12.
Toronto (U. S. Y.)	8,643	10,459	10,441	\$13.00	\$9.00	\$11.25	
Montreal (Pt. St. Chs.)	5,959	6,755	7,930	10.25	8.00	11.25	
Montreal (E. End)	6,742	2,150	4,009	10.25	8.00	11.25	
Winnipeg	2,382	1,605	1,231	11.00	9.50	11.00	
Calgary	2,379	4,513	1,674	10.25	7.00	10.25	
Edmonton	654	347	884	10.00	7.50	10.50	
Prince Albert							
Moose Jaw							
Tot. sheep	26,739	25,829	26,169				

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MEAT BRANDING
INK
HAY INK MFG. CO.
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Chicago Section

W. Kretschmer, president of the Corn Belt Packing Co., Dubuque, Ia., was in Chicago this week.

Frank Garvey, recently in charge of the lard and refining department, Wilson & Co., died suddenly in Rochester, N. Y., on Oct. 17 of pneumonia. Burial was at Chicago on Oct. 21.

Packers' purchases of livestock at Chicago for the first three days of this week totaled 32,312 cattle, 5,675 calves, 49,285 hogs, and 31,339 sheep.

W. L. Gregson, who has been acting as inspector of provisions of the Chicago Board of Trade since the death of the late Harry Boore, has accepted the position permanently.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, October 14, 1922, for shipment sold out, ranged from 7.00 to 19.25 cents per pound, averaged 11.82 cents per pound.

Victor H. Munnecke, head of the beef department, Armour & Company, has recently been re-elected president of the Beverly Country Club.

Provision shipments from Chicago for the week ending Saturday, October 14, 1922, with comparisons were as follows:

	Past wk.	Previous wk.	Last year
Cured meats	14,698,000	13,527,000	21,318,000
Lard	11,492,000	9,642,000	10,617,000
Fresh meats	26,449,000	22,606,000	31,727,000
Pork	7,000	4,000	8,000
Canned meats	18,000	17,000	30,000

Some conventioner left a pair of tortoise-shell spectacles behind him at the Drake Hotel last week. They may be obtained upon application to Mr. B. G. Liss, of the J. S. Hoffman Company, 219 North Franklin street, Chicago.

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Agricultural Economics is as follows:

Although weather was favorable, demand for fresh meat was generally narrow and much of the week's trading was forced, which naturally caused some unevenness in prices, with many low spots being reached after midweek, especially on pork.

While better grades of steers were in the majority, all grades were represented

in the week's liberal supply. Strong efforts were made to advance prices on the better grades, which show material advances on the live market, but little was accomplished, and prices on all grades of steer beef remain unchanged from a week ago. While a limited number of choice steers reached \$18, the bulk of desirable butcher steers, including a goodly number of desirable heifers, went at \$15.50 to \$17.50. Medium and common steers, which



D. C. ROBERTSON
Vice-President Miller & Hart, Inc., Chicago,
and Director of the Institute of
American Meat Packers

consisted largely of western grassers, many of which carried good weight, were hard to move, chain markets being their principal outlet. Outside of a small percentage of light heifers included in the she-stock supplies, offerings consisted largely of aged grass cows, general quality of which showed some improvement over the past two weeks. However, normal supplies of cutters were available. Good cows coming in close competition with steers show a decline of 50c for the week, while all other prices on she-stock are unchanged from a week ago. Under a fairly good demand, bologna bull prices narrowed, bringing the bottom figures up 50c, with the top remaining firm and unchanged from a week ago. Demand for kosher beef proved sufficient to absorb the moderate supplies, at prices steady with a week ago.

Much effort was necessary to keep the movement of calves normal. Offerings consisted largely of common and medium grades, with a good percentage of heavy shelly calves, which found a home with

the boners at 6 to 7½c. While demand centered on the better grades, supplies proved a little excessive and prices were necessarily shaded some to reduce stocks toward the week-end.

Although prices on live lamb show material advances for the week, dressed prices showed irregular declines during the week's session, but are closing for the week at practically unchanged figures from a week ago. Supplies were liberal and demand generally slow.

With supplies moderate and demand fairly good, last week's closing prices were well maintained through the week. Light and handyweight butcher sheep commanded the most attention.

Liberal fresh supplies of pork, plus last week's carryover, proved excessive for the demand, which was barely better than fair at any time. Considerable unevenness in prices prevailed throughout the week, with numerous low spots being reached. Loins, especially the lighter weight, were the slowest sellers and declined from \$1 to \$3, while other cuts held close to last week's closing figures.

Compared with last Friday, steers unchanged, cows steady to 50c lower and bulls steady to strong, veal mostly \$1 lower, lamb and mutton generally unchanged, pork loins \$1 to \$3 lower, shoulders steady to 50c lower, picnics \$1 higher, Boston butts steady to 50c lower and spareribs unchanged. Veal will be fairly well cleaned up, while there will be a moderate carryover of all other meats.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Salt Rates Complained of.—No. 14250. Diamond Crystal Salt Co. et al., St. Clair, Mich., vs. Aberdeen & Rockfish et al. Unjust, unreasonable, discriminatory, prejudicial and preferential rates, also in violation of section 4, on salt from complainants' Michigan and Ohio salt fields to various destinations in the United States; also alleges that the through rates and minima as applied to the interstate movement of salt between the points in territory described in complaint are unjust and unreasonable and unduly prejudicial to interstate commerce and preferential to intrastate commerce and exceed the aggregate of locals. Asks cease and desist order, just, reasonable and nondiscriminatory rates and minimum weights on salt.

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Provisions, Oils, Greases & Tallow
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in carloads, all kinds, in packages and in bulk; asks order requiring the carriers to remove the discrimination or to establish minimum rates with reasonable minimums from competing fields in New York, Kansas and Louisiana, and maximum rates with reasonable minimums from Ohio and Michigan salt fields to the destinations involved, and reparation.

Minimum Sheep Carload Weights and Charges.—No. 14274. The National Live Stock Exchange, Chicago, Ill., vs. Atchison, Topeka & Santa Fe et al. Alleges that in western classification territory except in so far as rates are published on a per car basis, the minimum carload weights and charges on sheep, lambs, goats and kids in double-deck cars are unjust, unreasonable and discriminatory. Asks cease and desist order and establishment of minima as follows: For cars not over 36 feet 7 inches in length, inside measurement, 18,000 pounds; for cars over 36 feet 7 inches and not over 40 feet in length, 19,000 pounds; for cars over 40 feet in length, 20,000 pounds.

Vegetable Oil Rates Unjust.—No. 14282. Houston Packing Co., Houston, Tex., vs. Atchison, Topeka & Santa Fe et al. Unreasonable, unjust, discriminatory and prejudicial rates on vegetable oils from points in Oklahoma to Houston, Texas. Asks cease and desist order, just and reasonable rates, and reparation.

Complain of Packinghouse Product Rates.—No. 14288. Oscar Mayer & Co., Chicago, Ill., vs. Chicago & Northwestern et al. Unjust, unreasonable, discriminatory, preferential or prejudicial rates and charges on fresh meats and packinghouse products in carloads and less than carloads, from Madison, Wis., to numerous points of destinations in Official Classification territory, all in competition with other shippers of the same commodities located at various points in Wisconsin, Illinois, Minnesota, Iowa, Missouri, Kansas and Nebraska. Asks cease and desist order, just and reasonable rates and reparation.

Unreasonable Rates for Producer.—No. 14283. The American National Live Stock Assn., et al., Fort Worth, Tex., vs. Southern Pacific et al. Unjust and unreasonable rates on all feed stuff for cattle between points in Texas, New Mexico and Arizona, particularly so now because of one of the most severe droughts in history of southwest; also alleges that rates on cotton seed cake and hay from Fort Worth, Houston, Texarkana, Oklahoma City, Little Rock and Wichita to points in New Mexico, Texas and Arizona are practically prohibitory. Asks immediate emergency reduction of 50 per cent, up to March 1, 1923.

Butter, Eggs, Etc., from Texas.—In a report on I. & S. No. 1586, Butter, Eggs, and Dressed Poultry from Texas to Northern and Eastern Markets, opinion No. 7892 73 I. C. C., 466-70, the Commission has found not justified proposed increased rates on butter, in carloads, and on butter, eggs and dressed poultry, in mixed carloads, from Texas points to northern and eastern destinations, and has denied fourth section relief. The schedules were ordered cancelled on or before November 17.

The schedules were filed to become effective June 21, 1922, and provided for increased commodity rates on the commodities involved from points in Texas to destinations in trunk line and central territories, to a few points in Virginia, and to Montreal, Canada, for export. They were suspended until November 18 on protest of the Dallas Chamber of Commerce, the Fort Worth Freight Bureau, and F. A. Kadane & Company, Inc.

Rates on the commodities with which the report deals from Texas common points and from the Dallas-Fort Worth group are the same, the Commission said, these points being referred to collectively as common points. Rates from Texas differential territory, which comprises the western portion of the state, are made certain arbitrations over common-point rates.

The Commission said the commodities were rated third class, minimum 20,000 pounds, in western classification, but that for many years commodity rates lower than third value had been in effect to the Mississippi River crossings. No commodity rates, however, the report stated, have been or are in effect from the river crossings to eastern destinations class rates supply therefrom.

FREIGHT RATES AND MOTOR TRUCKS. (Continued from page 19.)

Louisville.					
CATTLE.			CALVES.		
Rail.	Other.	Total.	Rail.	Other.	Total.
1915	114106	5009	12191	9691	21882
1916	149258	10239	165497	15757	20361
1917	154785	22372	177157	17017	26759
1918	153597	20026	173623	17829	26976
1919	158168	17914	176082	30125	40 66
1920	133227	18265	151432	40827	53102
1921	133696	15128	148824	51710	97179
HOGS.			SHEEP.		
Rail.	Other.	Total.	Rail.	Other.	Total.
1915	361367	29903	390070	290530	16034
1916	673888	64777	738675	314488	28069
1917	673739	106641	680380	226716	51343
1918	639718	118194	757912	211286	45429
1919	585135	165150	750285	206991	65524
1920	300860	127265	428125	195410	82060
1921	264140	128233	392373	212853	75429
Nashville.					
CATTLE.			CALVES.		
Rail.	Other.	Total.	Rail.	Other.	Total.
1917	60476	16763	77239	4400	2801
1918	53793	14483	68276	4054	3166
1919	54947	15475	70422	5608	5643
1920	61162	14297	75459	11021	12293
1921	51168	15036	66204	10930	18485
HOGS.			SHEEP.		
Rail.	Other.	Total.	Rail.	Other.	Total.
1917	398566	87503	475069	74053	9605
1918	450254	106008	557162	98708	11436
1919	587643	133788	721431	128153	19277
1920	488374	126169	614543	106815	22572
1921	315135	120567	435702	105010	32701
No separate record of truck and rail stock prior to 1917.					
Peoria.					
CATTLE.			CALVES.		
Rail.	Other.	Total.	Rail.	Other.	Total.
1915	.....	9088	.....	.....	4296
1916	.....	9296	.....	.....	4903
1917	.....	16815	.....	.....	6633
1918	.....	18083	.....	.....	7954
1919	18736	26	18762	.....	10851
1920	10257	6854	17091	.....	12113
1921	4694	11827	16431	.....	14831
1922	3932	11519	15451	.....	15533
HOGS.			SHEEP.		
Rail.	Other.	Total.	Rail.	Other.	Total.
1915	301954	23540	325494	.....	1370
1916	301278	29067	330345	.....	949
1917	289172	42775	331947	.....	1049
1918	259654	35132	294786	.....	1030
1919	304205	104452	408657	.....	1186
1920	193068	150134	343202	.....	3349
1921	163441	187728	349169	.....	2510
1922	180487	224580	405067	.....	2907
Cattle for the period of 1915, 1916, 1917, 1918, include rail and others as they were not kept separate. Sheep were not kept separate, practically all via truck and wagon. Calves were not kept separate as to rail and others, practically all via truck.					

Packinghouse Reminiscences Tales of the Early Days in Chicago's Beef Killing Business

By John Neil Carbray.

(EDITOR'S NOTE.—This is the nineteenth installment of a series of anecdotes of the old days in "Archer Road" and elsewhere in the beef killing district of Chicago, written by an old-timer who grew up as a boy in the cattle-killing gang and later became one of the champion beef butchers of his day. He is now an inspector in the employ of the federal government. His acquaintance includes pretty nearly every famous character of the early days of the packing business in Chicago, and his reminiscences should be read with interest by those who recall the old days or who would like to hear about them. The author prepared this series of articles especially for THE NATIONAL PROVISIONER.)

Memories of Bygone Days.

In concluding these reminiscences, the writer wishes to add a few words of appreciation of fellow workers. It has been my good fortune to work with some very fine fellows in my time. Of course there were good, and better, but there was one whom I considered a splendid fellow. He neither smoked, drank nor chewed, nor used bad language—virtues that the writer does not possess. He stood over six feet tall, was born in Shawneetown, on the Wabash river, down in Indiana. He is an accomplished musician. It was my good fortune to have for a partner one Alonzo Britten, called by us "Lonny." Lonny and I worked together for years. He and I worked on the floor in Swift's old "B" house. In those days we worked doubled up—two men on a bullock. This way of working placed our heads very close together. Lonny took every advantage to improve his vocal lessons which he was taking at that time, in '86 and '87, along with violin and the saxophone. So we worked and sang together all day long—the days passed like a bird on the wing.

William, "Kid," Mullen was our foreman at that time, later superintendent for John Morrell & Co. at Ottumwa, Iowa. "Kid" hovered on our flanks all day long, apparently enjoying the sangerfest, and "Kid" often expressed himself that many a weary day passed by through listening to our plaintive lays.

The following lines expressed my sentiments as to that particular time when Lonny and I worked together back in the '80's:

A memory of a bygone day
Brings back my youth again.
Recalls the time when Lon and I
Sang quaint old melodies;
We toiled and sang in harmony,
Made sunshine in the gloom,
For our hearts were gay and buoyant then
As the songbirds are in June.

I miss his pleasant comradeship,
His genial, cheerful ways,
And the songs his mother taught him,
Old-time songs of other days.
There was "Rally Around the Flag, Boys,"
"Dog Tray" and "Old Black Joe,"
"Annie Laurie," and that grand old song,
"Some Twenty Years Ago."

Somehow the skies were brighter then
And the songs were better, too;
How the days went by as Lonny sang
"The Faded Coat of Blue,"
"In the Evening by the Moonlight"
And "Swinging in the Lane."
O, the memory of those happy days
Brings back fond memories,

So ends my story of packinghouse reminiscences.

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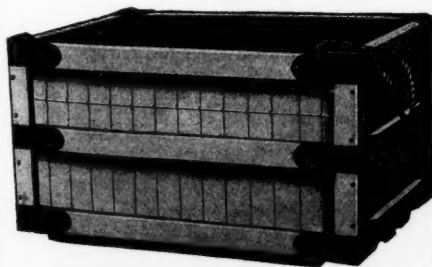
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CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 9.....	23,292	2,422	32,231	35,757
Tuesday, Oct. 10.....	11,132	2,504	26,082	19,688
Wednesday, Oct. 11.....	13,642	1,659	19,063	32,605
Thursday, Oct. 12.....	10,283	3,289	32,330	15,963
Friday, Oct. 13.....	2,548	638	19,710	11,044
Saturday, Oct. 14.....	1,500	100	8,000	3,500
Total for week.....	62,697	10,612	137,356	118,682
Previous week.....	76,796	14,606	128,626	95,266
Year ago.....	64,923	11,450	128,001	130,433
Two years ago.....	77,550	15,244	106,759	112,405

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 9.....	3,929	270	4,203	7,499
Tuesday, Oct. 10.....	4,455	174	2,629	13,344
Wednesday, Oct. 11.....	5,876	278	1,788	18,821
Thursday, Oct. 12.....	5,161	446	4,069	13,791
Friday, Oct. 13.....	2,976	246	4,846	16,112
Saturday, Oct. 14.....	1,000	100	3,000	4,000
Total for week.....	23,380	1,528	20,435	66,567
Previous week.....	24,317	1,605	13,035	37,867
Year ago.....	24,166	1,228	29,910	43,259
Two years ago.....	29,413	1,951	23,070	43,948

Receipts at Chicago for the year to October 14, 1922, with comparisons:

	1922.	1921.
Cattle.....	2,144,137	2,143,512
Calves.....	625,098	613,529
Hogs.....	6,087,647	6,167,865
Sheep.....	2,969,707	3,717,143
Horses.....	26,333	27,971
Cars.....	208,230	206,565

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending October 14.....	510,000	21,941,000
Previous week.....	514,000	
Cor. week, 1921.....	462,000	22,056,000
Cor. week, 1920.....	397,000	22,180,000
Cor. week, 1919.....	474,000	24,312,000
Cor. week, 1918.....	52,000	23,542,000
Cor. week, 1917.....	468,000	20,197,000
Cor. week, 1916.....	519,000	22,712,000
Cor. week, 1915.....	490,000	20,335,000
Cor. week, 1914.....	468,000	18,042,000

Combined receipts at seven points for week ending October 14, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending October 14.....	287,000	384,000	273,000
Previous week.....	340,000	386,000	313,000
1921.....	239,000	328,000	349,000
1920.....	286,000	295,000	288,000
1919.....	388,000	342,000	431,000
1918.....	352,000	403,000	464,000
1917.....	368,000	374,000	303,000
1916.....	336,000	392,000	370,000
1915.....	224,000	320,000	296,000
1914.....	245,000	333,000	375,000

Combined receipts at seven markets for year to October 14, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
1922.....	8,121,000	17,690,000	7,736,000
1921.....	6,391,000	17,109,000	9,393,000
1920.....	7,970,000	17,690,000	8,715,000
1919.....	9,035,000	19,863,000	11,038,000
1918.....	9,859,000	19,173,000	9,385,000
1917.....	8,441,000	16,481,000	7,845,000
1916.....	6,368,000	18,488,000	9,653,000
1915.....	5,969,000	15,424,000	8,662,000

Chicago packers' hog slaughter for week ending October 14, 1922:

	This week.
Armour & Co.....	13,200
Anglo-American Provision Co.....	7,100
Swift & Co.....	12,200
G. H. Hammond Co.....	7,200
Morris & Co.....	16,500
Wilson & Co.....	12,200
Boyd-Lunham.....	5,500
Western Packing & Provision Co.....	10,600
Roberts & Oake.....	5,000
Miller & Hart.....	4,100
Independent Packing & Provision Co.....	4,600
Brennan Packing Co.....	5,400
William Davies Co.....	3,900
Others.....	14,300
Total.....	121,800
Previous week.....	120,100
Year ago.....	101,700
Two years ago.....	92,600

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending October 14.....	\$10.40	\$9.05	\$6.10	\$13.55
Previous week.....	10.60	8.95	6.20	13.80
Cor. week, 1921.....	8.10	7.90	4.74	8.85
Cor. week, 1920.....	14.50	15.00	6.10	12.20
Cor. week, 1919.....	16.65	14.50	7.20	14.60
Cor. week, 1918.....	13.85	17.05	9.75	14.60
Cor. week, 1917.....	11.30	16.95	11.90	17.50
Cor. week, 1916.....	9.85	9.85	7.50	10.25
Cor. week, 1915.....	8.80	8.00	6.15	8.60
Cor. week, 1914.....	8.90	7.35	5.35	7.60
Cor. week, 1913.....	8.55	7.90	4.55	7.05
Cor. week, 1912.....	7.90	8.60	4.25	7.00
Cor. week, 1911.....	6.65	6.32	3.50	5.50

Average, 1911-1921.....\$10.45 \$10.90 \$6.45 \$10.35
Prices at Chicago, Thursday, October 19:

CATTLE.	
Beef Steers:	
Med. and heavy wt. (1,100 lbs. up).....	\$11.65@13.60
Choice and prime.....	9.50@11.65
Good.....	7.50@9.50
Medium.....	5.85@7.50
Common.....	
Light weight (1,100 lbs. down).....	11.50@13.25
Choice and prime.....	9.35@11.50
Good.....	7.35@9.35
Medium.....	5.75@7.25
Common.....	
Butcher Cattle:	
Heifers, common choice.....	5.00@10.15
Cows, common choice.....	3.85@8.35
Bulls, Bologna and beef.....	3.85@6.75
Canners and Cutters:	
Cows and heifers.....	2.75@3.65
Canner steers.....	3.50@4.25
Veal Calves:	
Light and med. weight, med. good and choice.....	8.50@11.75
Heavy weight, common choice.....	3.50@7.75

HOGS.	
Top.....	\$9.70
Bulk of sales.....	8.25@9.65
Heavy weight (250 lbs. up), med. choice.....	8.90@9.65
Med. weight (200-250 lbs.), med. choice.....	9.35@9.65
Light weight (150-200 lbs.), com. choice.....	9.15@9.45
Light lights (130-150 lbs.), com. choice.....	9.10@9.25
Packing sows (250 lbs. up), smooth.....	8.10@8.75
Packing sows (200 lbs. up), rough.....	7.50@8.15
Killing pigs (130 lbs. down), med. choice.....	8.90@9.25

SHEEP.	
Lambs (85 lbs. down), medium prime.....	\$13.00@14.00
Culls and common.....	9.00@12.75
Yearling wethers.....	9.25@12.75
Wethers, medium prime.....	6.25@9.00
Ewes, medium choice.....	4.50@7.35
Culls and common.....	2.50@4.75
Breeding ewes.....	4.50@11.00
Feeding lambs, medium choice.....	13.00@14.50

CHICAGO PROVISION MARKET

Official Board of Trade Range of Prices.
SATURDAY, OCTOBER 14, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.....	10.90	10.92½	10.90	10.92½
Jan.....	9.30	9.40	9.30	9.30
May.....	9.55	9.67½	9.55	9.60
RIBS—(Boxed 25c more than loose)—				
Oct.....				10.50

MONDAY, OCTOBER 16, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.....	10.09	10.95	10.75	10.75
Jan.....	9.42½	9.45	9.30	9.30
May.....	9.72½	9.72½	9.62½	9.62½
RIBS—(Boxed 25c more than loose)—				
Oct.....				10.50

TUESDAY, OCTOBER 17, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.....	10.75	10.85	10.75	10.75
Jan.....	9.35	9.47½	9.35	9.47½
May.....	9.67½	9.80	9.67½	9.80
RIBS—(Boxed 25c more than loose)—				
Oct.....				10.00

WEDNESDAY, OCTOBER 18, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				

LARD—(Per 100 lbs.)—				
Oct.....	10.95	10.97½	10.90	10.95
Jan.....	9.60	9.72½	9.60	9.60
May.....	9.95	10.02½	9.92½	9.95
RIBS—(Boxed 25c more than loose)—				
Oct.....				10.50

THURSDAY, OCTOBER 19, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.....	10.87½	10.90	10.65	10.90
Jan.....	9.85	9.85	9.60	9.62½
May.....	9.97½	9.97½	9.92½	9.95
RIBS—(Boxed 25c more than loose)—				
Oct.....				10.50

FRIDAY, OCTOBER 20, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.....	10.82½	10.82½	10.82½	10.82½
Nov.....				10.20
Dec.....				9.65
Jan.....	9.57½	9.57½	9.52½	9.52½
May.....	9.87½	9.87½	9.85	9.85
RIBS—(Boxed 25c more than loose)—				
Oct.....				10.50

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.			
	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.....	32	30	22
Rib roast, light end.....	40	34	24
Chucks roast.....	22	20	14
Steaks, round.....	35	34	25
Steaks, sirloin, first cut.....	48	42	30
Steaks, porterhouse.....	62	50	32
Steaks, flank.....	30	25	15
Beef stew, chuck.....	18	15	14
Corned briskets, boneless.....	22	20	18
Corned plates.....	12	10	10
Corned rumps, boneless.....	25	22	18

Lamb.		
	Good.	Com.
Hindquarters.....	42	30
Legs.....	45	38
Stews.....	20	15
Chops, shoulder.....	30	25
Chops, rib and loin.....	50	35

Mutton.		
Legs.....	22	
Stew.....	15	
Shoulders.....	20	
Chops, rib and loin.....	35	

Pork.		
Loins, whole, 8@10 avg.....	30	@32
Loins, whole, 10@12 avg.....	29	@30
Loins, whole, 12 to 14.....	26	@28
Loins, whole, 14 and over.....	24	@25
Chops.....	30	@35
Shoulders.....	20	@18
Butts.....	23	@23
Spareribs.....	14	@14
Hocks.....	15	@15
Leaf lard, unrendered.....	12	@12

Veal.		
Hindquarters.....	30	@36
Forequarters.....	15	@20
Legs.....	30	@40
Breasts.....	12½	@15
Shoulders.....	15	@25
Cutlets.....	18	@45
Rib and loin chops.....	40	@40

Butchers' Offal.		
Suet.....		@ 4
Shop fat.....		@ 2
Bones, per 100 lbs.....		@50
Calf skins.....		@18
Kips.....		@14
Deacons.....		@18

CURING MATERIALS.

Double refined saltpetre, gran.....	Bbls. 6½	Sacks 6½
Crystals.....	7½	7½
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads.....	4½	4½
Less than carloads, granulated.....	4½	4½
Crystals.....	5½	5½
Kegs, 100@130 lbs., 1c more.....		
Boric acid, in carloads, powdered, in bbls.....	11½	....
Crystal to powdered, in bbls. in 5-ton lots or more.....	11½	....
In bbls. in less than 5-ton lots.....	12	....
Borax, carloads, powdered, in bbls.....	5½	6½
In ton lots, gran. or powdered, in bbls.....	5½	....
Sugar—		
Raw sugar, 96 basis, 3c Cuba, duty paid Second sugar, 90 basis.....	@ 5½	@ 5.00
Syrup, testing 63 to 65 combined sucrose and invert.....	@23	
Standard, granulated, f. o. b. refinery (less 2 per cent).....	@ 6.90	
Plantation, granulated, f. o. b. New Orleans (less 2 per cent).....	@ 6.70	
White clarified, f. o. b., New Orleans (net).....	@ 6½	
Yellow clarified, f. o. b., New Orleans (net).....	@ 6	
Salt—		
Granulated, car lots, per ton, f. o. b., Chicago, bulk.....	\$ 9.80	
Madinam, car lots, per ton, f. o. b., Chicago, bulk.....	11.30	
Rock, car lots, per ton, f. o. b., Chicago.....	7.30	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		
	Week ending Oct. 21, 1922.	Cor. week, 1921.
Prime native steers.....	17 1/2 @ 18	17 1/2 @ 18 1/4
Good native steers.....	15 @ 16	16 1/2 @ 17
Medium steers.....	13 @ 14	11 @ 15
Heifers, good.....	12 @ 13	11 @ 16
Cows.....	7 @ 11	7 @ 11
Hind quarters, choice.....	23 @ 24 1/2	23 @ 24 1/2
Fore quarters, choice.....	21 @ 22	21 @ 22

Beef Cuts.		
Steer Loins, No. 1.....	40 @	40 @
Steer Loins, No. 2.....	32 @	32 @
Steer Short Loins, No. 1.....	34 @	34 @
Steer Short Loins, No. 2.....	40 @	40 @
Steer Loin Ends (hips).....	27 @	27 @
Steer Loin Ends, No. 2.....	26 @	26 @
Cow Loins.....	12 @ 23	13 @ 23
Cow Short Loins.....	20 @ 30	19 @ 28
Cow Loin Ends (hips).....	12 @ 18	13 @ 16
Steer Ribs, No. 1.....	30 @	30 @
Steer Ribs, No. 2.....	25 @	25 @
Cow Ribs, No. 1.....	22 @	22 @
Cow Ribs, No. 2.....	19 @	19 @
Cow Ribs, No. 3.....	10 @	10 @
Steer Rounds, No. 1.....	15 @ 13 1/2	15 @ 13 1/2
Steer Rounds, No. 2.....	14 @	14 @
Steer Chucks, No. 1.....	11 @	11 @
Steer Chucks, No. 2.....	10 @	10 @
Cow Rounds.....	9 @ 8	10 @ 8 1/2
Cow Chucks.....	8 @	8 @
Steer Plates.....	7 1/2 @	7 1/2 @
Medium Plates.....	7 @	7 @
Briskets, No. 1.....	15 @	15 @
Briskets, No. 2.....	12 @	12 @
Steer Navel Ends.....	4 1/2 @	4 1/2 @
Cow Navel Ends.....	3 1/2 @	3 1/2 @
Fore Shanks.....	4 1/2 @	4 1/2 @
Hind Shanks.....	3 1/2 @	3 1/2 @
Rolls.....	18 @ 23	21 @ 23
Strip Loins, No. 1, boneless.....	30 @	30 @
Strip Loins, No. 2.....	35 @	35 @
Strip Loins, No. 3.....	32 @	32 @
Sirloin Butts, No. 1.....	30 @	30 @
Sirloin Butts, No. 2.....	25 @ 30	25 @ 30
Sirloin Butts, No. 3.....	12 @ 17	12 @ 17
Beef Tenderloins.....	75 @	75 @
Beef Tenderloins, No. 2.....	65 @	65 @
Rump Butts.....	18 @ 20	18 @ 20
Flank Steaks.....	17 @	17 @
Boneless Chucks.....	8 @ 8	8 @ 8
Shoulder Clods.....	15 @	15 @
Hanging Tenderloins.....	8 @	8 @
Trimming.....	8 @	8 @

Beef Product.

Brains, per lb.....	7 1/2 @ 9	7 @ 8
Hearts.....	4 1/2 @ 6	2 1/2 @ 6
Tongues.....	25 @ 30	25 @ 30
Sweetbreads.....	34 @ 38	24 @ 28
Ox-Tail, per lb.....	6 @ 9	4 @ 8
Fresh Tripe, plain.....	5 @	4 @
Fresh Tripe, H. C.....	6 1/2 @	5 @
Livers.....	6 1/2 @ 9	7 @ 9
Kidneys, per lb.....	9 1/2 @ 10	9 @ 8

Veal.

Choice Carcass.....	17 @ 18	18 @ 19
Good Carcass.....	13 @ 16	14 @ 17
Good Saddle.....	20 @ 27	20 @ 23
Good Backs.....	10 @ 13	10 @ 13
Medium Backs.....	4 @ 6	5 @ 6

Veal Products.

Brains, each.....	7 @ 8	7 @ 8
Sweetbreads.....	56 @ 60	52 @ 58
Calf Livers.....	26 @ 32	27 @ 35

Lamb.

Choice Lambs.....	25 @ 27	25 @ 28
Medium Lambs.....	22 @ 25	22 @ 25
Choice Saddle.....	31 @ 34	31 @ 34
Medium Saddle.....	28 @ 30	28 @ 30
Choice Fores.....	23 @	23 @
Medium Fores.....	21 @	21 @
Lamb Fries, per lb.....	23 @	23 @
Lamb Tongues, each.....	18 @	18 @
Lamb Kidneys, per lb.....	25 @ 28	25 @ 28

Mutton.

Heavy Sheep.....	7 @	7 @
Light Sheep.....	14 @	10 @
Heavy Saddle.....	10 @	9 @
Light Saddle.....	18 @ 12 1/2	18 @ 12 1/2
Heavy Fores.....	5 @	6 @
Light Fores.....	10 @	8 @
Mutton Legs.....	21 @	18 @
Mutton Loins.....	10 @	10 @
Mutton Stew.....	7 @	5 @
Sheep Tongues, each.....	8 @	13 @
Sheep Heads, each.....	10 @	10 @

Fresh Pork, Etc.

Dressed Hogs.....	19 @ 19 1/2	19 @ 19 1/2
Pork Loins, 8 to 10 lbs. avg.....	25 @	23 @
Leaf Lard.....	12 @	10 1/2 @
Tenderloin.....	30 @	35 @
Spare Ribs.....	12 1/2 @	11 @
Butts.....	17 @	16 @
Hocks.....	12 @	10 @
Trimming.....	12 @	11 @
Extra Lean Trimmings.....	14 1/2 @ 15	15 @
Tails.....	9 @	8 @
Snouts.....	5 1/2 @	5 @
Pigs' Feet.....	5 @	4 1/2 @
Pigs' Heads.....	7 @	6 @
Blade Bones.....	12 1/2 @	9 @
Blade Meat.....	12 1/2 @	12 @
Cheek Meat.....	10 @	6 @
Hog Livers, per lb.....	3 1/2 @ 4	4 @ 6
Neck Bones.....	4 @	4 @
Skinned Shoulders.....	14 @	13 @
Pork Hearts.....	5 1/2 @	4 @
Pork Kidneys, per lb.....	5 @	5 @
Pork Tongues.....	17 @	12 @
Slip Bones.....	9 @	9 @
Tail Bones.....	8 @	9 @
Brains.....	8 @	8 @
Back fat.....	12 @	13 @
Haus.....	20 @	19 @
Calas.....	10 1/2 @ 11	11 @
Bellies.....	22 @	16 @

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	22 @
Country style sausage, fresh, in link.....	15 @
Country style sausage, fresh, in bulk.....	14 @
Mixed sausage, smoked.....	17 @
Frankfurts in pork casings.....	18 @
Frankfurts in sheep casings.....	15 @
Bologna in beef bungs, choice.....	14 @
Bologna in beef middles, choice.....	14 @
Bologna in cloth, paraffined, choice.....	14 @
Bologn sausage in hog bungs.....	16 @
Liver sausage in beef rounds.....	10 @
Head cheese.....	11 @
New England luncheon specialty.....	22 @
Liberty luncheon specialty.....	16 @
Mixed luncheon specialty.....	14 @
Tongue sausage.....	19 @
Blood sausage.....	14 @
Polish sausage.....	14 @
Souse.....	14 @

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	49 @
Cervelat, new condition, in hog bungs.....	15 @
Cervelat, new condition, in beef middles.....	15 @
Thuringer Cervelat.....	20 @
Farmer.....	24 @
Holsteiner.....	22 @
B. C. Salami, choice.....	42 @
Milano salami, choice, in hog bungs.....	42 @
B. C. Salami, new condition.....	20 @
Frisses, choice, in hog middles.....	31 @
Genoa style salami.....	31 @
Peperoni.....	32 @
Mortadella, new condition.....	19 @
Capicola.....	47 @
Italian style hams.....	41 @
Virginia style hams.....	41 @

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

SAUSAGE CASINGS.

(P. O. B. CHICAGO.)	
Beef rounds, domestic, per set.....	33
Beef rounds, export, 225 sets, per set.....	35
Beef rounds, export, 140 sets, per set.....	38
Beef middles, per set.....	1.25
Beef bungs, No. 1, per piece.....	18
Beef bungs, No. 2, per piece.....	17
Beef weasands, No. 1, per piece.....	17
Beef weasands, No. 2, per piece.....	17
Beef bladders, small, per doz.....	1.70
Beef bladders, medium, per doz.....	1.60
Beef bladders, large, per doz.....	1.60
Hog casings, medium, f. o. b.....	1.00
Hog middles, with cap, per set.....	17
Hog middles, without cap, per set.....	15
Hog bungs, export.....	23
Hog bungs, large.....	13
Hog bungs, medium.....	13
Hog bungs, narrow.....	13
Hog stomachs, per piece.....	1.08
Imported sheep casings, extra wide.....	
Imported sheep casings, medium wide.....	
Imported sheep casings, medium.....	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. barrel.....	14.00
Pork tongues, 200-lb. barrel.....	45.00
Lamb tongues, long cut, 200-lb. barrel.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	48.00

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corned beef.....	\$ 2.35	\$ 4.50	\$ 15.00	
Roast beef.....	2.35	4.50	15.00	
Sliced dried beef.....	2.40	4.50	16.50	
Ox tongue, whole.....	2.50	4.25	8.75	56.00
Lunch tongue.....	2.50	4.25	8.75	33.00
Corned beef hash.....	1.50	2.75	4.25	
Hamburger steaks with onions.....	1.50	2.25	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with, or without, beans.....	1.25			
Potted meats.....	.80			

BARRELED PORK AND BEEF.

Mess pork, regular.....	26.50
Family back pork, 20 to 34 pieces.....	28.00
Family back pork, 35 to 45 pieces.....	29.00
Clear pork back, 40 to 50 pieces.....	27.50
Clear pork back, 50 to 60 pieces.....	24.50
Clear plate pork, 20 to 35 pieces.....	21.50
Clear plate pork, 35 to 45 pieces.....	20.50
Bean pork.....	19.50
Brisket pork.....	23.50
Plate beef.....	13.50
Extra plate beef.....	14.50

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi- cago.....	19 @
Cartons, rolls or prints, 1 lb.....	20 @
Cartons, rolls or prints, 2 @ 5 lbs.....	19 @
Shortenings, 30 @ 60 lb. tubs.....	18 @
Nut Margarine, prints, 1 lb.....	20 @

DRY SALT MEATS.

Extra short clears.....	11 1/2 @
Extra short ribs.....	11 1/2 @
Short clear middles.....	11 1/2 @
Clear bellies, 14 @ 16 lbs.....	15 @
Clear bellies, 18 @ 20 lbs.....	14 1/2 @
Clear bellies, 20 @ 25 lbs.....	13 1/2 @

Clear bellies, 25 @ 30 lbs.....	12 1/2 @
Rib bellies, 20 @ 25 lbs.....	13 1/2 @
Rib bellies, 25 @ 30 lbs.....	12 1/2 @
Fat backs, 10 @ 12 lbs.....	9 @
Fat backs, 12 @ 14 lbs.....	9 @
Fat backs, 14 @ 16 lbs.....	11 @
Regular plates.....	10 1/2 @
Butts.....	8 @

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @ 16 lbs.....	25 @
Skinned hams, fancy, 16 @ 18 lbs.....	26 1/2 @
Standard regular hams, 12 @ 16 lbs.....	22 1/2 @
Picnics, 6 @ 8 lbs, fancy, 8 @ 8 lbs.....	15 1/2 @
Breakfast bacon, 6 @ 8 lbs.....	37 @
Standard bacon, 6 @ 8 lbs.....	31 @
Standard bacon, 8 @ 12 lbs.....	26 1/2 @
Standard bacon, 12 @ 14 lbs.....	28 1/2 @
Standard bacon strips, 6 @ 7 lbs.....	27 @
Cooked hams, choice, skin on, surplus fat off, smoked.....	34 @
Cooked hams, choice, skinned, surplus fat off, smoked.....	35 @
Cooked hams, choice, skinned, surplus fat off, smoked.....	35 @
Picnics, skin on, surplus fat off, smoked.....	22 @
Picnics, skinned, surplus fat off, smoked.....	23 @
Loin roll.....	39 @

FERTILIZERS.

	Per unit.
Ground dried blood.....	\$ 4.50 @ 4.60
Unground and crushed blood.....	4.25 @ 4.40
Concentrated tankage, ground.....	3.75 @ 4.00
Hoofmeal.....	3.50 @ 3.65
Ground tankage, 10 to 11%.....	3.85 @ 4.00
Ground tankage, 8 1/2 to 9%.....	3.50 @ 3.75
Crushed and unground tankage.....	2.75 @ 3.40
Ground raw bone, per ton.....	36.00 @ 38.00
Ground steamed bone, per ton.....	22.00 @ 24.00
Unground steamed bone.....	18.00 @ 20.00
Unground bone tankage.....	18.00 @ 18.00

HORNS, HOOFS AND BONES.

	Per ton.
No. 1 horns.....	\$225.00 @ 250.00
No. 2 horns.....	175.00 @ 200.00
No. 3 horns.....	75.00 @ 125.00
Horns, black and striped.....	45.00 @ 50.00
Horns, white.....	70.00 @ 80.00
Grinding hooft.....	35.00 @ 50.00
Round shin bones, heavies.....	100.00 @ 110.00
Round shin bones, lights.....	80.00 @ 90.00
Flat shin bones, heavies.....	90.00 @ 95.00
Flat shin bones, lights.....	75.00 @ 80.00
Thigh bones, heavies.....	100.00 @ 115.00
Thigh bones, lights.....	80.00 @ 90.00
Skulls, jaws and knuckles.....	35.00 @ 37.00

Note—Foregoing horns, hoofs and bones must be assorted, free from grease, hard and clean.

LARD (Unrefined).

Prime, steam, cash.....	11.00 @
Prime, steam, loose.....	10.95 @
Leaf, raw.....	11.00 @
Neutral lard.....	13 @ 13 1/2

LARD (Refined).

Pure lard, kettle rendered, per lb., tcs.....	12 1/2 @ 13
Pure lard.....	12 @ 12 1/2
Compound.....	10 1/2 @ 11 1/2
Barrels, 1/2 over tierces; half barrels, 1/2 over tierces; tubs and pails, 10 to 50 lbs., 1/2 to 1c over tierces.....	11 1/2 @ 12 1/2

OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/2 @ 11
Oleo stock.....	9 1/2 @ 10
Prime No. 1 oleo oil.....	9 1/2 @ 9 1/2
Prime No. 2 oleo stock.....	8 1/2 @ 9
No. 3 oleo oil.....	8 1/2 @ 9
Prime oleo stearine, edible.....	9 1/2 @ 9 1/2
No. 2 oleo stearine, edible.....	8 1/2 @ 8 1/2

TALLOWES AND GREASES.

Edible tallow.....	8 @ 8 1/2
Choice country tallow.....	7 1/2 @ 8
Packers' prime, loose tallow.....	7 1/2 @ 8
Packers' No. 1 loose tallow.....	6 1/2 @ 7
Packers' No. 2 tallow.....	6 1/2 @ 7
White, choice grease.....	7 1/2 @ 8
White, "A" grease.....	7 1/2 @ 7 1/2
Yellow grease, 10 to 15 per cent acid.....	6 1/2 @ 7
Yellow grease, 15 to 30 per cent acid.....	6 1/2 @ 6 1/2
Brown grease.....	6 @ 6 1/2
Cracking grease.....	6 @ 6 1/2
Bone, naphtha extracted.....	5 1/2 @ 6
House.....	6 @ 6 1/2
Garbage grease, loose.....	5 @ 5 1/2

VEGETABLE OILS.

Cottonseed oil—white, deodorized, in bbls.	9½ @ 10
Yellow, deodorized, in bbls.	9½ @ 9½
P. S. Y., loose, Chicago	8½ @ 9
P. S. Y., soap grade, loose	8½ @ 8½
Soap stock, bbls., concn., 65%, f. o. b.	
Texas	3% @ 4
Linseed oil, loose, per gal.	80 @ 85
Corn oil, loose	7% @ 7½
Soya bean oil, seller tank, f. o. b. coast.	nom. 8% @ 9
Cocoonut oil, seller tank, f. o. b. coast.	7 @ 7½

Retail Section

What One Meat Council Did in One Year

The success of the meat council of Milwaukee during the first year of its existence shows what can be accomplished by hard work and co-operation. The record includes a very varied program and is the result of enthusiastic support by the members, and energy and ability on the part of the leaders. This story is told in the annual report of Secretary William W. O'Neill, which is in part as follows:

Shortly after the organization of the Council a series of menus were published in the daily papers in co-operation with the Housewives' League in an endeavor to promote more general use of the coarser and less familiar cuts.

Next a six week's sausage campaign was inaugurated to stimulate the consumption of sausage. The plan adopted was to mail to each of the 700 meat dealers in the city, each week during the campaign, a window streamer and a supply of cards printed with recipes for preparing and serving sausage, together with a letter appealing to the retailers to distribute the cards to their customers and do everything in their power to increase the sale of sausage. Wall signs featuring sausage were distributed to the retailers through the delivery systems of the sausage manufacturers and packers.

Campaigns and Demonstrations.

Following the sausage campaign a drive was started to stimulate the sale of the less familiar or coarser cuts of meat. One set of six recipe cards was sent to each retail dealer in the city with a letter from the Meat Council explaining the purpose and advantage of using these cards. These recipes were prepared by experts in domestic science for the Institute of American Meat Packers and were offered to the retailers in any quantity for distribution to their customers, gratis. A charge of \$2.00 per hundred sets was made where the dealer had his name printed on the cards.

During the winter a week was devoted to public demonstrations in cutting and preparing meat in conjunction with the Women's Housewives' League in a room of the Arcade Building. Retail members of the Council personally demonstrated the cutting of the meat, while experts in domestic science cooked and served.

The local newspapers carried stories prepared by the National Association of Meat Councils and released by the authority of the secretary of this Council, showing from government reports that the prices of meat had graduated downward and approached nearer to pre-war levels than any other food product.

During the summer there was an acute stagnation in the movement of hams and the Institute of American Meat Packers prepared some beautiful window posters with reading matter calling the attention of the consumer to the economy of buying whole or half hams, ham butts or shanks. These posters were distributed through the Meat Council to the local dealers, and every packer and branch house in Milwaukee testified to the satisfactory result through increased tonnage in the sale of hams.

The National Association of Meat Councils is having prepared a poster service for which subscriptions have been solicited from the retailers. This service comprises a variety of beautiful colored window display posters covering the different standard cuts of meat.

Whenever any particular cut or part of

a carcass becomes a slow seller in any locality, upon applications to the National Meat Council by the secretary of the local Council, the poster boosting the sale of that particular cut or part of the carcass will be sent to the local Council for distribution among the subscribers. The cost of this service is \$3.00 per year.

School for Meat Retailers.

Negotiations have been entered into by the Council with Professor Cooley for the purpose of opening up in the Central Continuation School of Milwaukee a class for training young men in the knowledge of the retail meat business, the course to include instruction in buying, selling, cutting and cooking meat; accounting; artificial refrigeration and automobile repair and upkeep.

Professor Cooley has agreed to start this class if a sufficient number of students are available and also furnish a room in the school for holding these classes and asked for a committee from the Council to confer with him in equipping such a room. This committee has been appointed. A sufficient number of pupils have enrolled, and arrangements are being made to equip the room.

Another committee was appointed to solicit from among the retailers, students for this course and the number of applicants is in excess of the number required by Professor to start the class.

The benefits which the retailer will derive by having a member of his staff take up this course, should influence every retail dealer, who is employing help, to take advantage of it. The saving to him in auto and ice machine repairing and up-keep will more than repay him for the loss of time occasioned by the attendance of his employee at these classes, without considering the benefits his business will derive through the training which the young man will get in the retailing of meat.

MILWAUKEE COUNCIL ELECTS.

Officers of the Meat Council of Milwaukee, Wis., were re-elected for the ensuing year at a meeting in the Association of Commerce rooms recently. They are as follows: Joseph F. Seng, president; W. C. Nicholson, vice-president; William E.

O'Neill, secretary; and Jacob Herman, treasurer. Mr. Seng announced that money has been raised already for an educational advertising campaign to get people back to the old-fashioned menus of their grandparents and to eat more meat.

OHIO RETAILERS ELECT OFFICERS.

Ohio meat retailers have selected Toledo as the place for their next convention. At the recent convention of the Ohio Grocers' and Meat Dealers' Association at Marion, O., the following officers were elected: John Siebel, Dayton, president; R. O. Kale, Youngstown, vice-president; H. M. McConkey, Springfield, treasurer, and H. C. Simonds, Toledo, secretary. The new trustees are: John Lortz, Columbus; A. J. Werthel, Cincinnati; H. N. McConkey, Springfield, and William Post, Toledo.

CALIFORNIA COUNCIL EXHIBITS.

The Meat Council of the San Francisco Bay District is making special publicity and advertising efforts that will prove interesting to meat councils elsewhere. At the livestock show which is now being held at San Francisco the meat council has an exhibit whose purpose is to boost meat and the meat business. No effort or expense was spared by the council to make it a very effective show.

The idea of the exhibit was to present everything that could be used by retailers and others as a basis for newspaper and other advertising display purposes. Some of the material will be supplied to retailers. The meat council exhibit is expected to be a feature of publicity that will be adopted elsewhere.

LOCAL AND PERSONAL.

Matt Evans will open a meat market at Harvard, Ill.

Jack M. Culver is again in possession of the City meat market at Sutherlin, Ore.

Fred Groh of Lenzburg, Ill., has sold his meat market to his brother, Fred Groh.

L. L. Richardson has opened a new meat market in the Ross building at Spooner, Wis.

J. F. Danderlieth has opened a meat market at 325 South Davis street, Santa Rosa, Calif.

The National Meat Retailers opened a market at the Liberty market at Wilkes-Barre, Pa.

Caesar Pardi has sold an interest in his market at Vacaville, Calif., to P. W. Butt of San Francisco, Calif.

The stock and fixtures of the Zenor meat market at Sioux Rapids, Iowa, were recently destroyed by fire.

The Big Blaine Produce Co., Blaine, Ky., has opened a meat department in connection with their grocery store.

Edward Pekarna has purchased the interests of his father, Frank Pekarna, in their meat market at Jordan, Minn.

W. L. Maciejewski recently purchased the Pioneer meat market at Loup City, Neb., from Lay & Tockey, proprietors during the past three years.

Mr. Van Buren is arranging a new meat market at 115 East Allegan street, Lansing, Mich., to be operated under the name of Van the Meat Man.

Harry Aukenbrant has opened a meat market on West Washington street, Phoenix, Ariz. Mr. Aukenbrant was formerly with the Burge-Doyle market.

Frank J. Carpenter, 210 Mulberry street, Hagerstown, Md., has sold his meat market to William H. Horn. Mr. Carpenter has purchased the market of J. M. Boylan at 637 North Mulberry street, Hagerstown.

Meat Trade Movies—No. 15



A CHAMPION GAVEL-WIELDER

Jacob Herman of Milwaukee, National President of the United Master Butchers of America, makes 'em behave when he is presiding. He also knows how to enjoy a convention as a spectator. Read his letter to THE NATIONAL PROVISIONER in another column.

DETROIT Sullivan Packing Company MICHIGAN
PRODUCERS OF
Cadillac Hams Bacon Sausage Lard
CARLOAD SHIPPERS OF DRY SALT, GREEN AND PICKLED MEATS

L. Blackmore has opened a meat market at Lacon, Ill.

Henry Ducharme has purchased a meat market at Wausau, Wis.

Coburn & Johnson will open a meat market at Frederic, Wis.

Leblanc Bros., Hubbell, Mich., have opened a meat department.

Chris Texley is opening a new butcher shop at Newman Grove, Neb.

Ed Haskins has engaged in the meat business at Tonganixie, Kas.

Frank Interholtzenger has purchased the Central meat market, Sidney, Neb.

The Sippel & Schwaller meat market is a new enterprise at Plymouth, Wis.

Rudolph Ertel of Sherwood, Wis., sold his meat market to Emil Schneider.

Chas. Bradford of Hastings is engaging in the meat business at Sutton, Neb.

The Palace market, La Crosse, Wash., has been sold to the Gildersleeve Bros.

Lewis Talsky, Holyrood, Kas., has purchased the meat market of J. J. Wesely.

H. C. Titus has purchased the meat business of J. R. Moss at Eldorado, Kas.

H. C. Daver, Tekamah, Neb., has purchased the meat market of Larson Bros.

James Coons, Lakin, Kas., has purchased the meat market of Walter Wood.

The Burlingame cash grocery, Burlingame, Calif., is adding a meat department.

Gus Giles has opened a meat market in the Howard building, Medical Lake, Wash.

Thos. W. Arnold has opened the Sanitary market and grocery, San Luis Obispo, Cal.

W. H. Bailey of Eureka, Kas., has engaged in the meat business at Wichita, Kas.

L. E. Barker has purchased the meat market of H. C. Rhodes at Mahanomen, Minn.

Clarence O'Daniels, Schaller, Ia., has sold out his meat market to Harvey Haines.

Cosgriff & Davis, Duluth, Minn., opened a meat market in connection with their grocery.

Broberg & Gabelman, Madison, Neb., have sold their meat business to Geo. F. Kolzow.

Geo. Small and Will Griggs have pur-

chased the Independent meat market at Fayette, Ida.

John J. Holubek, Howels, Neb., has succeeded to the meat business of Holubek & Benarsek.

Adolph Schuch, Kewaunee, Wis., will open a meat market at Harrison and Dodge streets.

John E. Glasby, Cambridge, Ida., has purchased the City meat market from Harry Sinclair.

Jacob Strober has opened a meat market on Park street and Kenneth avenue, Kaukauna, Wis.

Ira Boots has purchased a half interest in the Adrian Faulkner meat market at Spencer, Iowa.

Harry V. Wakefield, Chautauqua, Kas., has purchased the meat and grocery store of J. V. Boulanger.

Louis Jacobson and son Arthur have opened a meat market at 1044 Charles street, Rockford, Ill.

John Carroll has purchased the interest of D. E. Cox in the Cox & Besell meat market at Industry, Ill.

J. S. Robert and John H. Baker have purchased the Strawn meat and grocery store at Coffeyville, Kas.

Henry Lorge, Hartington, Neb., has purchased the interest of Jos. Obert in the meat firm of Obert & Konz.

H. E. Simpson and Howard Bonnell have purchased the Ellis meat market at 414 Main street, Neodesha, Kas.

Chas. DeJong and John Berger have purchased the Palace meat market, Lynden, Wash., from Ernest Dean.

W. L. Fridge and T. J. Schluder, proprietors of the City market, Fort Worth, Tex., are now operating their new market.

Lars and Selmar Urdahl have purchased the interest of Maurice Drydahl in the People's market at Twin Valley, Minn.

H. E. Anderson has withdrawn from the Viroqua Meat Co., Viroqua, Wis. H. D. Boostina and N. C. Noggle continue.

Karl Weisbrod has purchased the interest of Philip Rock in the Union meat market at 2123 Main street, Parsons, Kas.

G. E. McCrea, Wenatchee, Wash., has purchased the interest of his partner, F.

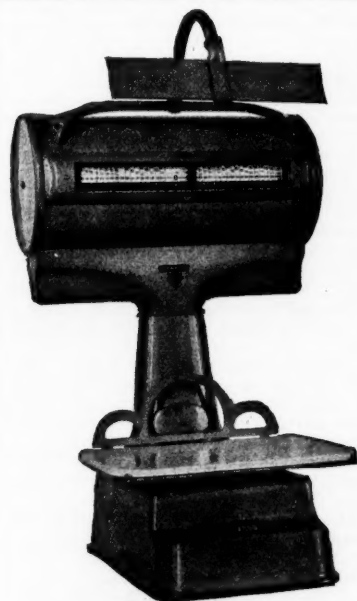
L. Caldwell, in the Peoples Cash & Carry meat market.

O. L. Beal and J. M. Whitford have opened a meat market called the Purity meat market at 407 South Main street, Butte, Mont.

E. J. Buechel, Wichita, Kas., has purchased the A. F. Razook meat market and grocery on the corner of Maple and Seneca streets.

The Thielman Meat & Grocery Co., Merrill, Wis., has changed ownership. Julius Thielman who conducted the market for forty-one years sold same to Leon W. Smith.

The stock and equipment of the Grand Supply Co., grocery and meat market at 1301 Fourteenth street, Spokane, Wash., have been bought by A. F. Treed and P. A. Polson.



NO. 10 REGULAR
Finished in Gold, Gray or White

BARNES

"The Scale of QUALITY"

Accurate Attractive
Sanitary

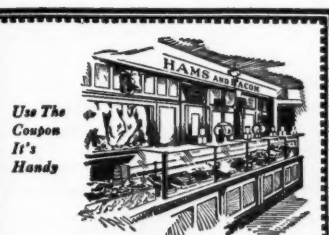
It is Fully Guaranteed

Sold only through

RELIABLE DEALERS

Manufactured by

Barnes Scale Co. Detroit, Mich.



Use The
Coupon
It's
Handy

The desire for a Bigger Business

THE man who realizes this desire takes advantage of every opportunity to cut operating costs. With a Baker Plant, better displays of meats and vegetables are possible which naturally increase business. The money a Baker saves will put the boy thru college.

50% of Baker Plants Sold on Recommendation of Customers

BE independent of the ice man! Keep his profits. With the Baker system there is no slop or slime. You have a neat, attractive shop that brings in customers. We design, build and erect each Baker plant according to your individual requirements. A Baker is built especially for your business.

BAKER ICE MACHINE CO., INC.
Omaha, Nebr.

GENTLEMEN:

Tell me about BAKER guaranteed plants. Please send Bulletin 42D

Name.....

Street.....

City..... State.....

BAKER SYSTEM
REFRIGERATION

New York Section

H. C. Stanton, soap department, Swift & Company, Chicago, is in New York this week.

President T. E. Wilson and Treasurer W. C. Buethe, of Wilson & Company, Chicago, were in the city this week.

J. W. Patton, branch house sales department, Morris & Company, Chicago, is spending a few days in New York.

G. A. Handley, manager of the New York district of the Cudahy Packing Company, is attending a district managers' meeting held in the Chicago office this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending October 14, on shipments sold out, ranged from 7.00 cents to 20.00 cents per pound, and averaged 13.05 cents per pound.

M. L. Aiken, of the produce department of Morris & Company, New York, has just returned from a trip through the Connecticut territory and reports a wonderful improvement in the business conditions in that section of the country.

Michael Greenwald, secretary of the Greenwald Packing Company, Baltimore, Md., stopped in New York for a few days before returning to his home from the convention of the Institute of American Meat Packers at Chicago. Mike Green-

wald is always a welcome visitor; he scatters "pep" wherever he goes.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending October 14, 1922: Meat—Manhattan, 2,715 lbs.; Brooklyn, 154 lbs.; The Bronx, 140 lbs.; Richmond, 90 lbs.; total, 3,099 lbs. Fish—Manhattan, 496½ lbs.; Brooklyn, 29 lbs.; The Bronx, 18 lbs.; total, 543½ lbs. Poultry and game—Manhattan, 419 lbs.

The Armour Oval for the metropolitan district announced a unique contest for prizes among the employees of Armours & Company, Jersey City, and the New York Butchers' Dressed Meat Company. Beginning with the next issue and continuing until the Christmas number, when the awards will be given, the Oval will publish family group pictures of employees. If an employee with a family of four and upwards does not possess a picture the staff photographers will not only take the photo free of charge, but will also present the family with a copy.

WHOLESALE RED CROSS DRIVE.

The Wholesale Meat Division of the American Red Cross drive for New York has mapped out its plans for the forthcoming campaign for the sixth annual roll call, which will commence on Armistice Day, November 11th. The committee announce that they are prepared to co-operate with a view to having the Wholesale Meat Division head the list of industries in the final call. All communications and returns should be made to 17 East 42nd Street, New York, N. Y.

Mr. Leo S. Joseph, of the New York Butchers' Dressed Meat Company, has accepted the chairmanship, while Miss Lillian M. Knoeller, secretary to W. H. Noyes, who has worked on the previous drives, is again the able and hustling executive secretary. The complete list of the Wholesale Meat Committee for the New York County Chapter follows:

L. S. Joseph, Chairman, 600 West 39th St., N. Y.; Lillian M. Knoeller, Secretary, 17 East 42nd St., N. Y.

Michael Aron, Aaron Aron Co.; F. L. Bisbee, Jos. Stern & Sons, Inc.; W. Blumenthal, United Dress Beef Co.; R. C. Bonham, Jersey City Stock Yards Co.; G. J. Edwards, Swift & Co., Inc.; R. C. Evans, Morris & Co.; Moe Frank; A. E. Galsgow, Indianapolis Abattoir Co.; Thomas Halligan; G. A. Handley, Cudahy Packing Co.; T. F. Harrington, J. J. Harrington & Co., Inc.; H. Heilbrunn, H. Heilbrunn & Co.; Charles Hutwelker, Figge & Hudwelker Co.; W. A. Johns, Swift & Co.; P. G. Lee, Armour & Co.; Aaron Levy, A. Levy Co.; W. A. Lynde, Wilson & Co.; J. C. Malone; David Mayer; I. Moskowitz, Manhattan Veal & Mutton Co.; M. H. Nagle, Nagle Packing Co.; Samuel Plant; Jesse Rodman, Weisbart Rodman Co.; Albert T. Rohe, Rohe Bros.; Moe Sanders, N. Y. Veal & Mutton Co.; Harry Scanlon, J. M. & P. Scanlon; Charles Schumacker, Manhattan City Dressed Beef Co.; John H. Shoemaker, Cincinnati Abattoir Co.; H. L. Skellingey, Wilson & Company; Abraham Strauss, Strauss & Adler, Inc.; C. L. Tingle, H. C. Derby Co.

RETAILERS AND RED CROSS.

The Retail Meat Division of the American Red Cross drive is sending out the following letter to the retailers of this section:

Gentlemen:

The undersigned has accepted the chairmanship of a committee representing the master butchers of New York county for the sixth annual Red Cross roll call which opens on Armistice Day, November 11th. This committee wishes to secure the enrollment of master butchers and their employees as members of the Red Cross.

The policy of the New York committee for this appeal is that no theater collections or street collections will be made or hotel booths used, but that the appeal must be in a quiet, dignified way for Red Cross memberships. This means to a great extent that we must reach the men and women at their place of employment.

Please let me know the number of employees on your payroll so that we can furnish you with enrollment blanks, Red Cross membership buttons and printed matter direct from Red Cross headquarters just prior to November 11th, the date of the opening of the roll call. These supplies will include a small pamphlet which will state in a concise form the activities of the Red Cross in New York in the past year.

I am confident you will agree with me that the work of the Red Cross is just as important today as it has been at any time during its history. Our committee believes the members of your firm and its employees will do their part towards seeing this work through for another year.

Thanking you for your interest and co-operation in behalf of the Red Cross, I am

Sincerely yours,
MOE LOEB, Chairman,
Master Butchers Committee.
250 West 57th street.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, October 19, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$17.00@18.00	\$18.00@19.00	\$19.00@20.00	\$19.00@19.50
Good	15.50@16.50	16.00@18.00	15.00@18.00	17.00@18.00
Medium	14.00@15.00	12.00@15.00	12.00@14.00	11.00@16.00
Common	9.00@11.00	8.50@11.00	9.00@11.00	8.00@10.00
COWS:				
Good	10.50@11.00	9.00@10.00	10.00@11.00	9.00@10.00
Medium	9.00@10.30	8.00@9.00	9.00@10.00	9.00@10.00
Common	7.00@8.00	7.00@8.00	7.00@9.00	7.00@8.00
BULLS:				
Good@.....@.....@.....@.....
Medium@.....@.....@.....@.....
Common	6.00@6.50	.....@.....	6.00@7.00@.....
Fresh Veal—				
Choice	17.00@18.00	.....@.....	18.00@20.00@.....
Good	15.00@16.00	.....@.....	14.00@17.00	16.00@18.00
Medium	12.00@14.00	11.00@13.00	11.00@12.00	13.00@15.00
Common	8.00@10.00	9.00@11.00	8.00@10.00	10.00@12.00
Fresh Lamb and Mutton—				
LAMBS:				
Choice	25.00@26.00	27.00@28.00	26.00@28.00	27.00@28.00
Good	23.00@24.00	25.00@26.00	24.00@26.00	25.00@26.00
Medium	21.00@22.00	23.00@24.00	20.00@23.00	22.00@24.00
Common	16.00@20.00	20.00@22.00	16.00@18.00	16.00@20.00
YEARLINGS:				
Good@.....@.....@.....@.....
Medium@.....@.....@.....@.....
Common@.....@.....@.....@.....
MUTTON:				
Good	14.00@15.00	12.00@14.00	14.00@16.00	15.00@16.00
Medium	10.00@12.00	9.00@11.00	12.00@13.00	12.00@14.00
Common	7.00@9.00	6.00@9.00	8.00@10.00	10.00@12.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	24.00@25.00	26.00@27.00	24.00@26.00	24.00@26.00
10-12 lb. average	23.00@24.00	25.00@26.00	22.00@25.00	23.00@24.00
12-14 lb. average	21.00@22.00	23.00@24.00	20.00@22.00	21.00@22.00
14-16 lb. average	19.00@20.00	20.00@22.00	17.00@20.00	16.00@20.00
16 lb. over	17.00@18.00	16.00@19.00	16.00@18.00	15.00@16.00
SHOULDERS:				
Skinned	14.00@15.00	.....@.....	15.00@16.00	15.00@16.00
PICNICS:				
4-6 lb. average	13.00@14.00	15.00@16.00	14.00@15.00	14.00@15.00
6-8 lb. average	12.00@13.00	14.00@15.00	13.00@14.00	13.00@14.00
BUTTS:				
Boston style	17.50@18.00	.....@.....	18.00@20.00	18.00@20.00

*Veal prices include "hide on" at Chicago and New York.

For Sausage Makers

BELL'S

Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

NEWS OF THE MASTER BUTCHERS.

The meeting of Ye Olde New York Branch, United Master Butchers of America, on last Tuesday evening was highly interesting and most instructive.

The charter for the New York Retail Butchers' Fund, Incorporated, has been received from Albany. The first meeting of this corporation will be held at the Branch meeting rooms on Monday night, October 23rd. Under this charter will be conducted the activities of the plate glass, fire and labor bureaus, or any other activities of the association. The coming meeting will take up particularly the activities of the fire fund.

An income record system was carefully examined by the members and was adopted. This system shows a very simple method for the retailer to keep his records and compile his income tax, and consists of one handy book containing special sections for the daily receipts and expenses; merchandise bought and sold, etc.

This discussion led up to the methods of simplified figuring and a demonstration, given by President George Kramer, embraced short cuts in division, multiplication, addition, etc. It is contemplated to have an expert on lightning calculation lecture at a subsequent meeting, and it is believed that even he will be surprised at some of the short-cut methods used by Mr. Kramer.

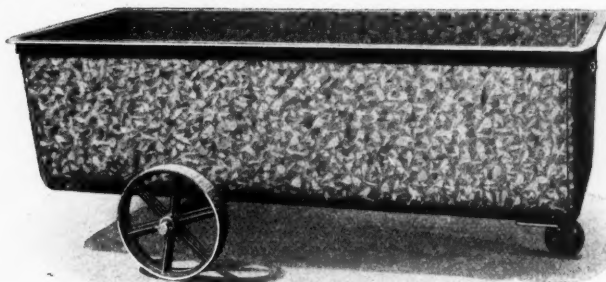
Another phase of the same subject, figuring the cost of veal cutlets, was discussed and a short-cut method of computing was used, arriving quickly at the cost of cutlets and various parts of the hind-quarters of veal.

The Ball Committee reported that the ball journal and business directory has been about 65 per cent subscribed for advertising space. A wonderful program of talent will be secured for the entertainment. The chairman of the Arrangements Committee is sparing neither pains or expense to have an excellent program with some of the very best talent.

A report was made to the meeting that the complaint submitted to the recent convention of the Institute of American Meat Packers through the Meat Council with reference to most of the packers weighing the paper and wrapping with the product had been referred to the Committee on Packinghouse Practice for action.

There was also a discussion with reference to the high cost of the better grades of meats, some members complaining they were compelled to sell some cuts in great demand at higher than war-time prices. However, it was brought out that with the lower prices for inferior grades the average cost was not excessively high.

SAUSAGE MEAT TRUCK



ABOVE is shown our No. 137 Sausage Meat Truck. We make 12 different styles of Sausage Meat Trucks. Our Catalogue No. 30 shows our full line of packing house trucks. WRITE FOR IT.

STERLING WHEELBARROW CO.
MILWAUKEE, WISCONSIN

DON'T WORRY

ABOUT COAL THIS WINTER

USE GAS

WITH

BRAND'S

KETTLES
TANKS
SMOKE HOUSES

BEST MATERIALS BUILT RIGHT
LOW OPERATING COST

M. BRAND & SONS

MANUFACTURERS

First Ave. & 49th St.

NEW YORK



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TIRS AND STRINGERS

are made of the same high grade materials, by the same experienced craftsmen, who make our unexcelled line of cutlery. They are not the ordinary tirs and stringers—in their correctly shaped blades of special, well tempered steel there is exceptional strength that insures service. Chatillon Tirs and Stringers are the finest tools of their kind.

Buy them from your supply house

JOHN CHATILLON & SONS

Established 1835

85-99 Cliff Street

Manufacturers of Scales and Butchers' Supplies

New York City, N. Y.

Thomson & Taylor Company

**Recleaned Whole and Ground
Spices for Meat Packers**

CHICAGO, ILLINOIS

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to prime.....	6.50@10.60
Cows, common to choice.....	1.25@ 5.30
Bulls, common to choice.....	4.00@ 5.00

LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	14.50@15.00
Calves, veals, common to medium.....	8.50@13.00
Calves, veals, culls, per 100 lbs.....	6.00@ 8.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	15.00@15.25
Sheep, ewes, prime, 100 lbs.....	6.25@ 6.50
Sheep, ewes, common to good, per 100 lbs.....	3.50@ 6.00

LIVE HOGS.

Hogs, heavy.....	9% @10%
Hogs, medium.....	10.35@10%
Hogs, 140 lbs.....	10.35@10%
Pigs, under 70 lbs.....	10 @10%
Roughs.....	7% @ 8

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	@19
Choice, native, light.....	@20
Native, common to fair.....	@18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	17% @18%
Native steers, 600@800 lbs.....	@17
Native choice yearlings, 400@600 lbs.....	@20
Western steers, 600@800 lbs.....	@14
Texas steers, 400@600 lbs.....	@10
Good to choice heifers.....	@18
Choice cows.....	@12
Common to fair cows.....	@9
Fresh bologna bulls.....	6% @ 7

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@24	@24
No. 2 ribs.....	@16	@23
No. 3 ribs.....	@11	@22
No. 1 loins.....	@32	@34
No. 2 loins.....	@20	@29
No. 3 loins.....	@12	@24
No. 1 hinds and ribs.....	@25 1/2	@24
No. 2 hinds and ribs.....	@23	@23 1/2
No. 3 hinds and ribs.....	@14	@16
No. 1 rounds.....	@15	@15
No. 2 rounds.....	@10	@14
No. 3 rounds.....	@7	@13
No. 1 chucks.....	@13	@14
No. 2 chucks.....	@8	@12
No. 3 chucks.....	@5	@10
Bolognas.....	@6	7 1/2 @ 8 1/2
Rolls, reg., 6@8 lbs. avg.....	@22	@23
Rolls, reg., 4@6 lbs. avg.....	@17	@18
Tenderloins, 4@5 lbs. avg.....	@60	@70
Tenderloins, 5@6 lbs. avg.....	@80	@90
Shoulder clods.....	@10	@11

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	@23
Western calves, choice.....	@18
Western calves, fair to good.....	@14
Grassers and buttermilks.....	@11

DRESSED HOGS.

Hogs, heavy.....	@15 1/2
Hogs, 180 lbs.....	@15 1/2
Hogs, 160 lbs.....	@16
Hogs, 140 lbs.....	@16 1/4
Pigs, 80 lbs.....	@16 1/4

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@27
Lambs, poor to good.....	@15
Sheep, choice.....	@16
Sheep, medium to good.....	@14
Sheep, culls.....	7 up

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	@21	@22
Hams, 10@12 lbs. avg.....	@21	@22
Hams, 12@14 lbs. avg.....	@21	@22
Picnics, 4@6 lbs. avg.....	@16	@17
Picnics, 6@8 avg., per lb.....	15 1/2 @16	
Rollettes, 6@8 avg., per lb.....	18 1/2 @19	
Beef tongue, light.....	@35	@40
Beef tongue, heavy.....	@43	@45
Bacon, boneless, Western.....	@26	@27
Bacon, boneless, city.....	@26	@27
Pickled bellies, 10@12 lbs. avg.....	@20	@21

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	@27
Fresh pork tenderloins.....	@52
Frozen pork loins, 10@12 lbs. avg.....	@21
Frozen pork tenderloins.....	@50
Shoulders, city, 10@12 lbs. avg.....	@17
Shoulders, Western, 10@12 lbs. avg.....	@17
Butts, boneless, Western.....	@22
Butts, regular, Western.....	@21
Fresh hams, city, 8@10 lbs. avg.....	@21
Fresh hams, Western, 10@12 lbs. avg.....	@21
Fresh picnic hams, Western, 6@8 lbs. avg.....	@15
Extra lean pork trimmings.....	@19
Regular pork trimmings 50% lean.....	@12
Fresh spare ribs.....	@13
Raw leaf lard.....	@14

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	140.00@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	110.00@120.00
Black hoofs, per ton.....	55.00@ 60.00
Stripped hoofs, per ton.....	55.00@ 60.00
White hoofs, per ton.....	85.00@ 95.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	110.00@125.00
Horns, avg., 7 1/2 oz. and over, No. 1s.....	275.00@300.00
Horns, avg., 7 1/2 oz. and over, No. 2s.....	200.00@250.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	150.00@175.00

FANCY MEATS.

Fresh steer tongues, L.C. trm'd.....	@40c	a pound
Fresh steer tongues, untrimmed.....	@37	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal.....	@75c	a pair
Sweetbreads, beef.....	@35c	a pound
Beef kidneys.....	@10c	a pound
Mutton kidneys.....	@6c	each
Livers, beef.....	@18c	a pound
Hearties, beef.....	@12c	a pound
Beef hanging tenders.....	@8	a pound
Lamb fries.....	@13c	a pound
	@10c	a pair

BUTCHER'S FAT.

Ordinary shop fat.....	@ 2
Breast fat.....	@ 4
Edible suet.....	@ 5
Inedible suet.....	@ 4
Shop bones, per cwt.....	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	17
Pepper, Sing., black.....	10 1/2	13 1/4
Pepper, red.....	37	41
Allspice.....	5 1/2	8 1/2
Cinnamon.....	11 1/2	15 1/2
Coriander.....	13	16
Cloves.....	36	41
Ginger.....	13	16
Mace.....	47	52

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	Double bags.
Double refined saltpetre, gran.....	6%	6%
Double refined saltpetre, small crystals.....	7%	7%
Double refined nitrate soda, gran.....	4%	4%
Double refined nitrate soda, crystals.....	5 1/2	5%
In 25-bbl. lots:		
Double refined saltpetre, gran.....	6%	6 1/2
Double refined saltpetre, small crystals.....	7%	7 1/2
Double refined nitrate soda, gran.....	4%	4 1/2
Double refined nitrate soda, crystals.....	5%	5 1/2
In carloads:		
Double refined nitrate of soda, gran.....	4 1/2	4%
Double refined nitrate of soda, crystals.....	5 1/2	5%

GREEN CALFSKINS.

	5-9	9 1/2-12 1/4	12 1/4-14	14-18	18 lbs. up.
Prime No. 1 veals.....	6.50	3.05	3.40	3.90	
Prime No. 2 veals.....	2.45	2.80	3.15	3.65	
Buttermilk No. 1.....	2.35	2.80	3.15		
Buttermilk No. 2.....	1.35	1.50	1.75	2.00	
Branded, grubby.....	1.25	1.25	1.55		
No. 3.....					At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	@34
Western, 48 to 59 lbs. to dozen, lb.....	@32
Western, 43 to 47 lbs. to dozen, lb.....	@28
Western, 36 to 42 lbs. to dozen, lb.....	@26
Western, 30 to 35 lbs. to dozen, lb.....	@25
Western, 31 to 35 lbs. to dozen, lb.....	@25
Western, under 20 lbs. to dozen, lb.....	@35

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 lbs. and over to dozen, lb.....	@32
Western, 48 to 59 lbs. to dozen, lb.....	@28
Western, 43 to 47 lbs. to dozen, lb.....	@26
Western, 36 to 42 lbs. to dozen, lb.....	@24
Western, 30 to 35 lbs. to dozen, lb.....	@24
Western, under 20 lbs. to dozen, lb.....	@30

Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	@31
Western, dry packed, 4 1/2 lbs. each, lb.....	@30
Western, dry packed, 3 1/2 lbs. each, lb.....	@26
Western, dry packed, 3 lbs. and under, lb.....	@24

Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry packed, boxes.....	@17
Western, scalded, bbls.....	@17

Ducks, Long Island..... @

Squabs—

White, 11 to 12 lbs. to doz., per doz.....	\$8.00@8.50
White, 10 lbs. to doz., per doz.....	7.00@7.50
Dark, per doz.....	2.50@3.00

LIVE POULTRY.

Fowls, via express.....	@22	@29
Old roosters.....	@14	
Ducks, via express.....	@28	@30
Turkeys, via express.....	@38	
Geese, via express.....	@22	@25
Pigeons, per pair.....	@25	
Guineas, per pair.....	@70	

BUTTER.

Creamery (92 score).....	@45
Creamery (higher scoring lots).....	45 1/2 @46
Creamery firsts.....	39 1/2 @44
Creamery seconds.....	34 @35 1/2
Creamery, lower grades.....	32 1/2 @33 1/2

EGGS.

Fresh gathered, extras, per doz.....	51 @55
Fresh gathered, extra firsts.....	45 @50
Fresh gathered, firsts.....	36 @44
Fresh gathered, checks, fair to choice, dry.....	21 @22
Fresh gathered, dirties, No. 1.....	24 @25

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	\$3.25 @3.30
Ammonium sulphate.....	@3.65
Double bags, per 100 lbs., f. o. b. N. Y.....	@4.50
Blood dried, 15-16%, bulk, per unit.....	
Fish scrap, dried, 11% ammonia, 15% B. P. L., delivered Baltimore.....	4.00 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.70 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.50 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@2.45
Soda nitrate, in bags, futures.....	2.47 1/2 @2.52 1/2
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	4.35 and 10c
Tankage, unground, 9-10% ammonia.....	4.25 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton.....	@36.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@40.00
Acid phosphate, bulk, f. o. b. Balt., per ton.....	8.00 @8.50
Potash.	
Kalnit, 12.4% bulk, per ton.....	@6.70
Manure salt, 20% bulk, per ton.....	9.80
Muriate, in bags, basis 80%, per ton.....	32.95
Sulphate, basis 90%, bags, ton.....	42.35

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of October 7 to October 13, 1922:

	7.	9.	10.	11.	12.*	13.
Chicago.....	43	43 1/4	43 1/2	43 1/2	43 1/2	+ 1/4
New York.....	45	45	45	45	45	...
Boston.....	44	45	45	45	45	...
Phila.....	45 1/4	46	46	45	45	-1

Wholesale prices of carlots, fresh centralized butter, 90 score at Chicago:

	7.	9.	10.	11.	12.*	13.
Chicago.....	39	39 1/4	39 1/2	39 1/2	39 1/2	...

*Holiday.

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1922.	1921.
Chicago.....	31,869	27,779	27,434	2,593,253	2,144,128
New York.....	30,955	42,024	32,040	2,754,308	2,294,849
Boston.....	6,175	12,108	13,036	983,849	862,951
Phila.....	12,968	9,387	9,102	722,144	629,133

Total.....81,965 91,298 81,612 6,859,554 5,931,056

Cold storage movement (lbs.):

	Into storage.	Out of storage.	On hand, Oct. 13, 1921.	Cor. day of week, 1921.
Chicago.....	73,638	301,283	23,657,929	23,371,942
New York.....	47,562	259,067	13,723,502	15,368,814
Boston.....	74,636	181,597	11,646,734	12,801,852
Phila.....	112,641	118,460	2,426,161	2,855,160
Total.....	308,477	860,413	51,454,326	53,925,148

